

GRAIN & FEED JOURNALS

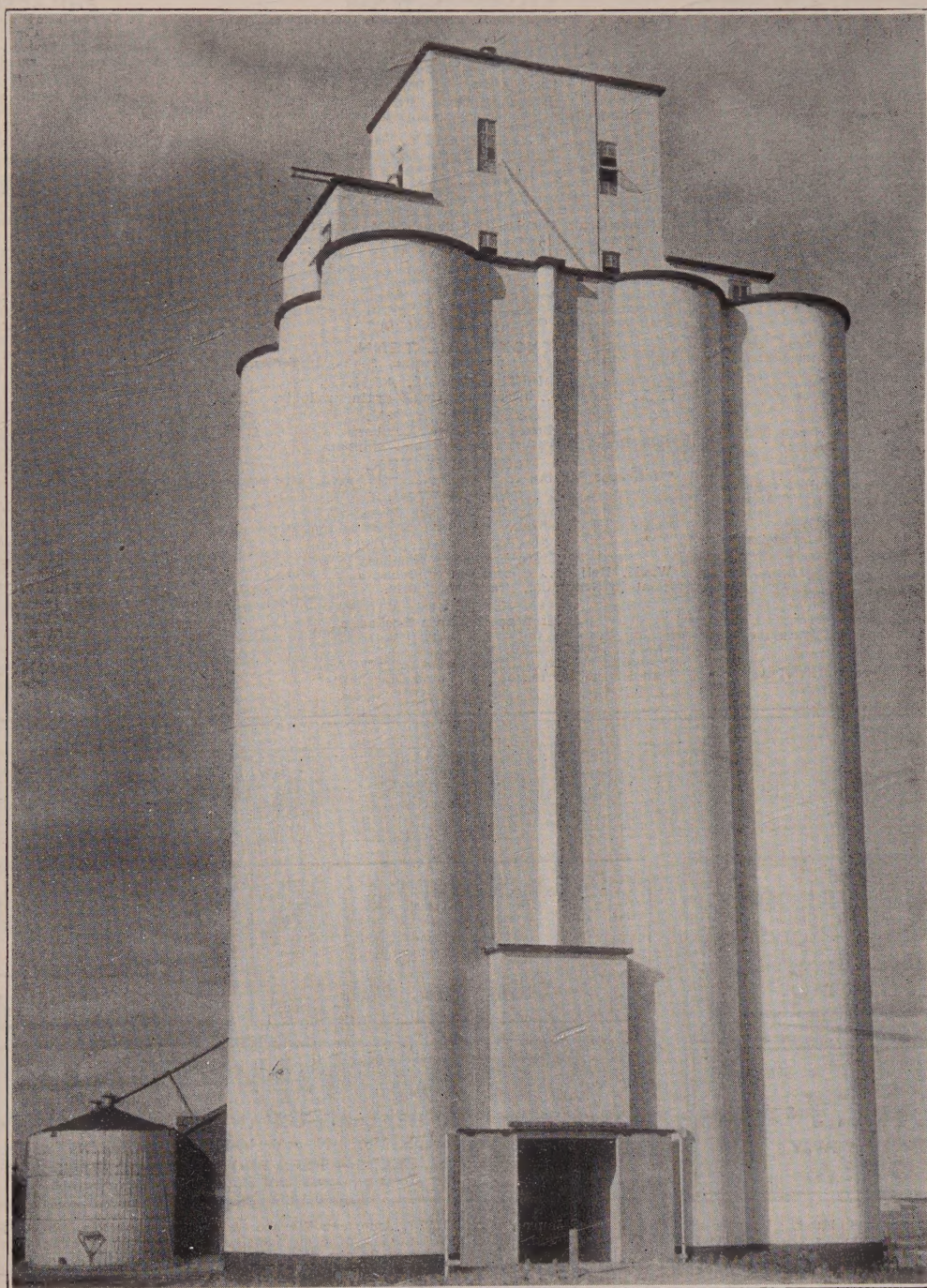
CONSOLIDATED

A Merger of Grain Dealers Journal, American Elevator & Grain Trade, Grain World and Price Current-Grain Reporter

Vol. XCVIII No. 2

Chicago 4, Ill., U. S. A., January 22, 1947

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200,000 Bushel Farmers Elevator at Buffalo, Okla.
[For description see page 58]

Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

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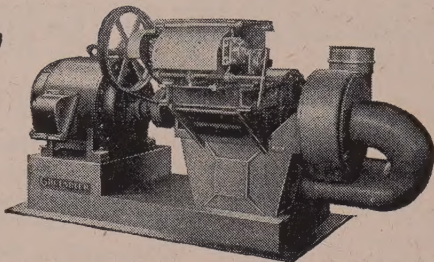
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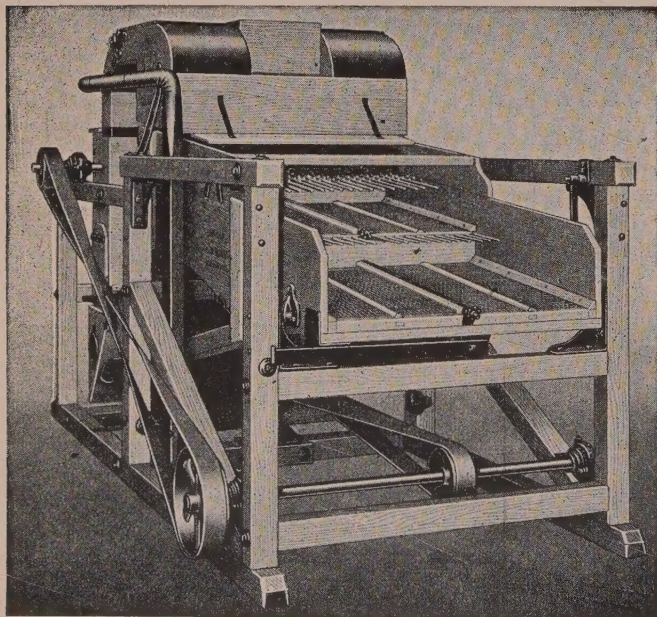
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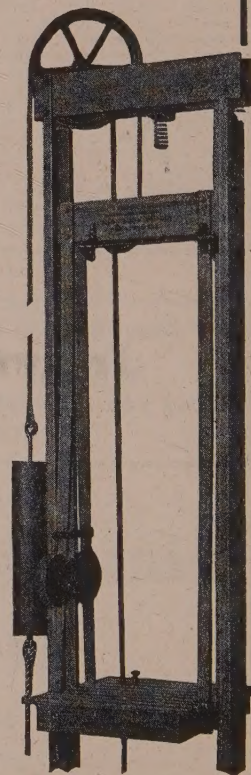
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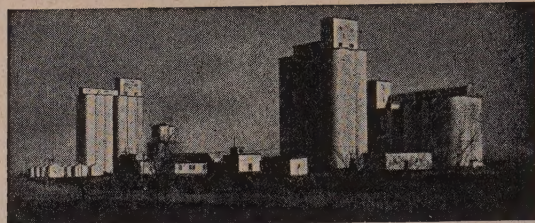
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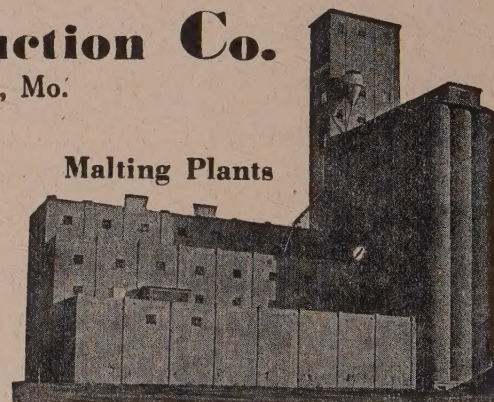
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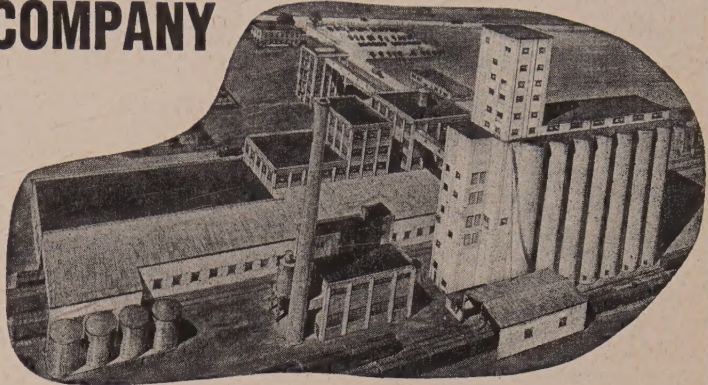
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FOR SALE—10,000 bushel Grain Elevator, electric power, 10 ton Wagon Scales, Richardson Automatic Loading Scale. Located in Sedgwick County, Kansas, in heart of Kansas wheat belt. For particulars write R. C. Pugh, Box 1586, Enid, Oklahoma.

FOR SALE—A good Grain and Feed Business with implements can be seen by a good prospective buyer, has been running twenty-seven years, has always made money. Forty thousand bushel house in good repair. Location western Indiana near Illinois line. Address 95B6, Grain & Feed Journals, Chicago 4, Illinois.

FOR SALE—12,000 bushel capacity all electric Elevator with new truck lift. 24 ft., 24 ton scale, 50 HP Hammermill, mixer, sheller, corn cracker, 2 grain cleaners, electric welder, other equipment. Located in eastern Indiana. Best farming community and factory territory. Address 95B5, Grain & Feed Journals, Chicago 4, Illinois.

BUSINESS OPPORTUNITY

FOR SALE—55 barrel Flour Mill in British Columbia. 1½ acres in prosperous city, the largest growing area in Brit. Col. Building 36 x 48, 3 story and basement. Attractive climate. Big mill trade to be had. Price \$9,000.00 with good terms in payment with part payment. Home and garden. Write for particulars. Crowston Brothers, Enderby P. O., British Columbia.

ATTENTION

LICENSED INSPECTORS

HERE is an opportunity to own and operate your own business. Completely equipped, well established inspection point located in the surplus grain area of Iowa. Operated on a fee basis with excellent income possibilities. Have other interests. Pricing for quick sale. Address 95A11, Grain & Feed Journals, Chicago 4, Illinois.

HELP WANTED

MILLWRIGHT WANTED—To supervise and help with the installation of a grain dump, elevators, conveyors, etc. The Farmers Grain & Milling Co., Inc., Wellington, Ohio.

WANTED—MANAGER for new Elevator and Feed Mill Company located in fast growing Colorado community near the mountains. Stockholders consist of local farmers and feeders. Efficient, modern layout and equipment assures good opportunity for right man to produce results for himself and company. Write giving full details of background and experience. Address 95A4, Grain & Feed Journals, Chicago 4, Illinois.

If What You Want you see advertised, tell the advertiser. If Not—Tell the Journal.

MACHINES FOR SALE

CORN CUTTER & Grader—has motor—used very little. 94A3, Grain & Feed Jnl's., Chicago

FOR SALE—One Vertical Feed Mixer, capacity 1,500 to 2,000. In good condition. \$75.00. Roanoke Elevator Co., Roanoke, Ind.

For Sale—New and used hammer mills; also other milling equipment. H. H. Hussey, Box 162, Albert Lea, Minn.

FEED MIXER—One-ton floor level feed; has motor good as new. Write 94A4, Grain & Feed Journals, Chicago 4, Ill.

HAMMER MILL with 25-HP. motor and all attachments. Priced to sell. Write 94A5, Grain & Feed Journals, Chicago 4, Ill.

FOR SALE—One Monitor No. 10 Large Size Oats Clipper. Good condition, at special bargain price. Bryan Farm Products, Bryan, O.

FEED MIXER for sale, has motor, and a late machine. Need space. Will sacrifice. Write 94A6, Grain & Feed Journals, Chicago 4, Ill.

FOR SALE—Kelly Duplex Hammer Mill with 40 HP Motor and V-Belts also half-ton Blue Streak Mixer. Gillespie Co-op Farmers Elevator, Co., Gillespie, Illinois.

FOR SALE—Conveyors including Floor-to-Floor Conveyors, \$395.00; Bag and Box Pilers, \$530.00; 15 ton Truck Scales, \$450.00; 20 ton Truck Scales, \$510.00. Immediate delivery. Parts for all scales. Bonded Scale Co., 120 Bellview, Columbus, Ohio. Phone GA 5712-UN 2832 Evenings.

FOR SALE—1 125, 150, 250 & 600 HP Slip Ring Motors.

1—10, 60, 75, 150 & 250 HP Sq. Ca. Motors.

1—50 & 72 KW AC Engine-Gen. Sets.

2—150 HP. 150 lb. P Asme Hrt. Boilers

1—125 & 168 KW AS Skinner Unaflow Sets.

New & Used Hammer Mills

Send us your motor inquiries. New & Used.

Morse Engineering Company

600 Fullerton Bldg.

St. Louis 1, Mo.

FOR SALE—1 60 HP GE 3 phase, 60 cycle, squirrel cage 220 volt motor.

1 60 HP Allis Chalmers squirrel cage motor, 220/440 volts.

New 60 HP, total enclosed, fan cooled, 220/440 volt motors.

New 100 HP, total enclosed, fan cooled 220/440 volt motors.

3 100 HP 440 volt, explosion proof starters.

D. E. Hughes Company,

Hopkins, Mich.

MACHINES FOR SALE

FOR SALE—Burton Feed Mixer with Motor and Elevator Leg attached. 2,500 lbs. capacity. Krueger Brothers, Forest Junction, Wis.

When you are in the market for new or used mill machinery—Electric Motors, or any other equipment, write J. E. Hagan Mill Machinery, 1522 E. High St., Jefferson City, Mo.

FOR SALE—CAR LOADERS, Air Blast. One Ton Vertical Batch Mixers; One Emerson Cylinder Wheat Separator; Boss Car Loader; Corn Cutter; Two-Twenty Inch Eureka Aspirators; One—24" Beall Aspirator; One—10"x30" Nordyke & Marmon Dbl. Roller Mill; Nine 15"x30" Crimping or Flaking Rolls, only; One—2000 bu. Howe Elevator Hopper Scale; One Roscoe Ajax Oat Huller.

J. E. Hagan Mill Machinery

1522 East High Street Jefferson City, Mo.

FOR SALE—New Allis-Chalmers Motors. All Complete with Red Volt Starter for Immediate Delivery:

40 HP 220 V 1800 BB OT.

50 HP 220 V 1200 BB OT.

60 HP 2300 V 1200 BB OT.

75 HP 2300 V 1200 BB OT.

100 HP 2300 V 900 BB OT.

100 HP Used 440 V. Other sizes.

Ross Machine & Mill Supply, Inc.,

10 Northwest 16th Street,

Oklahoma City, Oklahoma

FOR SALE—4 dbl. stand 9x18 rolls.

4—dbl. stand 9x16 rolls.

1—25 dbl. Midget Mill outfit.

1—No. 1 Gruendler Hammer Mill, no collector.

1—Cyclone Dust Collector demountable type.

2—Flour Agitators.

A Lot of Other Machinery. Ask for Your Need.

May Have What You Want.

T. A. McWilliams

1460 South Second St., Louisville 8, Ky.

BATES
Grain Company
COARSE GRAIN
MERCHANDISERS & BROKERS
Board of Trade Bldg. Kansas City, Mo.

A Trial Order

GRAIN & FEED JOURNALS
CONSOLIDATED

327 So. La Salle St., Chicago, Ill.

Gentlemen:—I wish to try the semi-monthly *Grain & Feed Journals Consolidated* to learn if I can get any helpful suggestions from the opinions, practices and experiences of other grain and feed dealers. Enclosed please find Two Dollars for one year.

Name of Firm.....

Capacity of Elevator

Post Office.....

..... bus.

State.....

Use Universal Grain Code and reduce your Tolls

MACHINES FOR SALE

FOR SALE—1. No. 4 Blue Streak Hammer-mill, belt driven, with cyclone and screens.

1 No. 3W Gruendler Hammermill, direct connected to 75 HP motor, compensator, ammeter, cyclone, screens and spouting.

1 No. 32 Western Gyrating Cleaner.

1 One-ton Burton Mixer with loading and bagging elevators.

1 One-ton Burton Mixer with loading and bagging elevators, with 2 HP motor.

L. J. McMillin, 525 Board of Trade Bldg., Indianapolis 4, Ind.

FOR SALE—125 KVA 720 RPM 220/3/60 Generator belted 75 HP belted Generator 220/3/60, 72 Dust Collectors, Motors 2, 5, 7½, 10, 25, 30, 40, 50, 60 HP 220/3/60, Draver Feeders, Exact Weight Sacking Scale, ½ bu. Richardson Scale, 10" Belt with 9" Calumet Buckets, "V" Drives, Elevator Legs, Ring Oiling Hanger Bearings, Rebuilt 20 to 40 HP Blue Streak Hammermill. No. 1 Western BB Mill type Corn Sheller, 50 HP Buda Marine Engine, Variable Speed Drives, Grademaker Cleaner, Cleveland Oat Huller, 4 ft. Sidney Drag. What Else Do You Need?

Modern Elevator Supply Co.

Minneapolis,

Minnesota

MACHINES WANTED

WANTED—Barley rolls for steam rolling. Address Grain & Feed Journals 9429, Chicago 4, Illinois.

BAG STITCHING machine wanted for enclosing four and five ply paper bags. Conveyor and machine essential. Kelly Agricultural Products Co., 603 Walnut, McKeesport, Pa.

WANTED—One 9"x36", one 10"x36", one 9"x24" DBL Roller Mills to be any of the following makes: Nordyke & Marmon, Barnard & Leas, Allis-Chalmers or Wolf. Chas. P. Noell & Sons, Covington, Tenn.

WANTED TO BUY—Richardson Scales, Bag Closing Machines and other good MILL, FEED & ELEVATOR EQUIPMENT.

J. E. Hagan Mill Machinery

1522 East High Street

Jefferson City, Mo.

SCALE WANTED

WANTED—Truck Scale, standard make, 15 ton capacity, 22 x 9 ft. platform. Address 95A3, Grain & Feed Journals, Chicago 4, Ill.

MOTORS—GENERATORS

FOR SALE—New totally enclosed fan cooled ball bearing type K 40 HP motor 1200 RPM 3 phase. Tillotson Construction Company, Omaha 8, Nebraska.

ELECTRICAL MACHINERY

Large stock of motors and generators, A.C. and D.C., new and rebuilt, at attractive prices. Special bargains in hammermill motors 25 to 100 hp., 1,200 to 3,600 rpm. Send us your inquiries. Expert repair service.—B. M. NUSS-BAUM & CO., Ft. Wayne, Ind.

SAMPLE ENVELOPES

SAMPLE ENVELOPES—SPEAR SAFETY for mailing samples of grain, feed and seed. Made of heavy kraft paper, strong and durable; GRAIN size 4½x7 inches \$2.60 per hundred, or \$500, \$12.00 plus postage. SEED size 3½x5½ inches, \$2.15 per hundred, or 500, \$8.75 plus postage. Grain & Feed Journals, 327 S. La Salle St., Chicago 4, Ill.

**You Can Sell
Your Elevator**

by advertising directly
to people who want
to buy, by using a

**Grain & Feed Journals
For Sale Ad**

SEEDS FOR SALE

FOR SALE—3,000 bu. Lincoln Soy Beans for seed. Grown from certified seed. No contamination with other varieties as only Lincolns are grown. Write for prices. M. F. McCulloch (Grower), Monmouth, Illinois.

FOR SALE—Carlots or less of best quality U.S.-13 and Ill.-21 hybrid seed corn matured under ideal conditions. Book your supply now. Write for prices. Huey Seed Co., Carthage, Illinois.

ALFALFA SEED SPECIAL

We have a carload of fancy hardy Western Alfalfa, 99.60% purity, 93% liveseed, no noxious weeds. We cater to the bag trade. Also Lincoln Soybeans in quantity. Samples on request.

TURNER SEED & SUPPLY CO.

U. S. 45, N. Mattoon, Ill.

POPCORN FOR SALE

FOR SALE—POP CORN: Hundreds of retail seed stores everywhere are now selling our Bulk Pop Corn. They have found that their trade will buy and buy and buy Bulk Pop Corn that is guaranteed to pop. We specialize in selling seed stores bulk pop corn in three varieties—Giant Hybrid Yellow, Baby Golden and Japanese Hulless. Write us a card and we will send you a plan whereby you can become the Headquarters for Pop Corn in your city. The Indiana Pop Corn Co., Muncie, Ind.

CORN FOR SALE

FOR SALE—Dried yellow corn, immediate delivery, carload or truckload lots. Interlake Mill & Elevator, Browns Valley, Minn.

SEED STORE FIXTURES

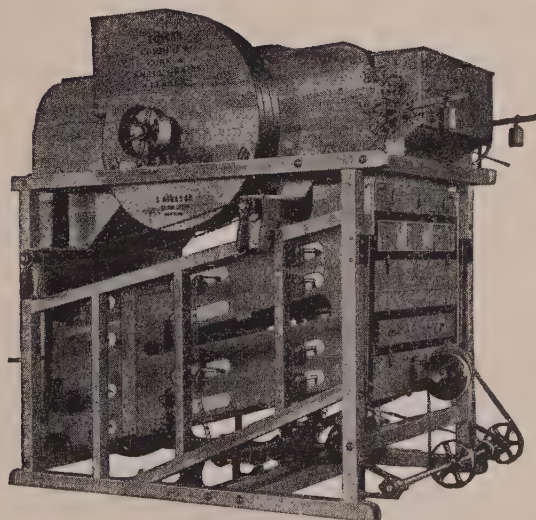
FOR SALE—Seed Store Fixtures, Bins, Cabinets. Walkerbilt, Penn Yan, N. Y.

magic--screen

'double-duty cleaner

Cleans Corn-or-Small Grains

Without Changing Screens



ECCENTRICLESS SCREEN DRIVE

Convertible in 30 seconds—half a minute only to adjust the precision controls of the two 'Uni-suction air separations and to reset flow gate which diverts corn to one or small grains to the other of the two sets of large-area 'Magic-motion' screens . . . A 'Super-type, masterbuilt Separator—saves space, power, labor's attention—eliminates expense of a second Cleaner, Motor and Dust Collector—simplifies, quickens, improves and cheapens cleaning . . . Several sizes—a capacity to suit every need.

Ask for Bulletin J-164

S. HOWES CO., Inc., Silver Creek, N. Y.

World's Largest Makers of Modernized Cleaners—for Grain, Seed and Feeds

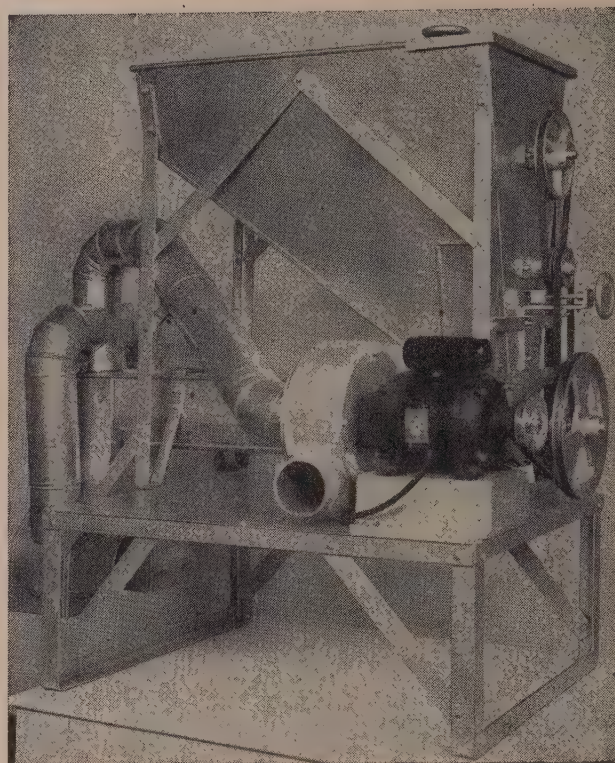
Demand Zooms for Dust Treated Seed

Get a GUSTAFSON SEED GRAIN TREATER

Seed-borne diseases cause staggering losses. An unexpectedly heavy toll was taken in 1946 by the blight which developed in Oats. Dust treatment of seed with a Gustafson Seed Grain Treater effectively prevents most seed-borne plant diseases on Wheat, Oats, Corn, and other field and forage crop seed.

- Thoroughly Coats Every Kernel
- Seed and Powder Flow Easily Governed
- No Chemical Powder in Air
- ½ H. P. Heavy Duty Motor
- Capacity 50 to 600 Bushels Per Hour

Seed and powder are fed into a trough-shaped mixing chamber, holding the seed until every kernel has been completely coated. Calibrated controls regulate the flow of seed and powder into the mixing chamber. A powerful suction fan draws off all dust and floating powder. The Seed Hopper is constructed of heavy sheet metal on rigid angle iron frame. Powder is fed by a force feed with adjustable paddles through a slotted steel bottom which may be easily regulated by a calibrated adjustment. Flow of powder is visible and can be adjusted and checked while machine is in operation. Agitator prevents clogging or bridging. Powder Hopper holds 25 lbs. Seed discharged from the mixing chambers is received in a large two-way Bagger set at the proper height. Suction Pipes lead from the tops of the bags and the top of the



Mixing Chamber. A simple cut-off shifts the suction to either place.

Constructed on a well-braced, heavy angle iron frame with heavy gauge material used in all metal parts. Finished throughout with durable aluminum paint. The main shaft is ¾" cold rolled steel. Large Arguto Oilless Bearings require no lubrication during the life of the treater. All V-type belts insure efficient power transmission. One-half H. P. heavy duty 110-220 AC electric motor. Capacity of from 50 to 600 bushels per hour. The average rate on wheat is 400 bushels per hour. Length 50 inches; width 26 inches; height 50 inches with stand, 36 inches without. Shipping weight 275 lbs. Shipped fully assembled. Fully guaranteed. Write for bulletin giving complete details. Price complete, with regular agitator, with or without bagger, F.O.B. Fargo, N. D., \$275.00.

- ☐ Please reserve one Model H Gustafson Seed Grain Treater subject to my approval of full information which you are to send immediately.
- ☐ Please send full information on the Model H Gustafson Seed Grain Treater.

COMPANY

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EQUIPMENT COMPANY

620 BROOKS BUILDING • CHICAGO 6, ILLINOIS

GRAIN & FEED JOURNALS

INCORPORATED

327 S. La Salle St., Chicago 4, Ill., U. S. A.
Charles S. Clark, Manager

A merger of
GRAIN DEALERS JOURNAL
Established 1898

AMERICAN ELEVATOR &
GRAIN TRADE
Established 1882

THE GRAIN WORLD
Established 1928

PRICE CURRENT - GRAIN REPORTER
Established 1844

Published on the second and fourth Wednesdays of each month in the interests of better business methods for progressive wholesale dealers in grain, feed and field seeds. It is the champion of improved mechanical equipment for facilitating and expediting the handling, grinding and improving of grain, feeds and seeds.

SUBSCRIPTION RATES to United States, Canada and countries within the 8th Postal Zone, semi-monthly, one year, cash with order, \$2.00; single copy current issue, 25c.

To Foreign Countries, prepaid, one year, \$3.00.

THE ADVERTISING value of the Grain & Feed Journals Consolidated as a medium for reaching progressive grain, feed and field seed dealers and elevator operators is unquestioned.

Advertisements of meritorious grain elevator and feed grinding machinery and of responsible firms who seek to serve grain, feed and field seed dealers are solicited. We will not knowingly permit our pages to be used by irresponsible firms for advertising a fake or a swindle.

LETTERS on subjects of interest to those engaged in the grain, feed and field seed trades, news items, reports on crops, grain movements, new grain firms, new grain elevators, contemplated improvements, grain receipts, shipments, and cars leaking grain in transit, are always welcome. Let us hear from you.

QUERIES for grain trade information not found in the Journal are invited. The service is free.

CHICAGO 4, ILL., January 22, 1947

THESE ZERO days call for calcium chloride in the fire protection water barrel.

THE BURDEN of selling wheat to Britain at half price fails entirely on the wheat grower of western Canada.

GUARDS all around moving machinery can be depended upon to save some limbs and a few lives.

AN EMPLOYEE must be paid time and one-half for all hours over 40, if during that week he has performed any non-exempt work, however little.

GRAIN elevator workers who are willing to profit by the experience of others should peruse our reports of accidents in every number of the Journal.

TEN TON SCALES are slowly but surely making way for modern dependable 40 and 50 ton scales. New trucks are carrying larger and larger loads so grain buyers are in need of more reliable weighing facilities if they plan on remaining solvent.

FIRES starting in motors have been reported in such number recently as to prove many oilers are failing to perform their duty.

WHILE THE spoiling of cribbed corn during the closing months of 1946 was most alarming, Jack Frost now is doing his darndest to prolong the safe storage condition of the 1946 crops which can be shipped longer distances without fear of getting out of condition.

The RAPID increase in the number of rats destroying the nation's food supply calls positive attention to the need for all owners and operators of food storage houses to exercise greater vigilance in the destruction of the rodents now infesting their plants.

CELEBRATING the opening of a new elevator or feed mill with a free lunch always draws a large crowd even though many of the callers have nothing to sell or a desire to buy. Attractive displays of seeds and feeds help to make every celebration more profitable.

TEST weight is reflected in the amount loaded into a car. The 1946 corn crop was light in test weight, so the average carload weight of corn received at Chicago during the first 9 months of 1946 was only 1,706 bus., compared with an average of 1,827 bus. for the last three months of 1946.

ONE OF the encouraging innovations in the grain business is the erection of plants built especially for the cleaning and improving of dirty or mixed grain. This makes it much easier for growers who want to obtain greater yield and a better quality of grain to experiment with clean seed of choice variety.

FOR PARITY support to be exercised the price of grain must drop faster than the prices of the articles the farmer buys. If prices of things the farmer buys drop more slowly than the price of grains it is possible that the government will be loaded up with wheat bought at much higher than subsequent market prices.

BRINGING SUIT for false arrest of a discredited employee is one of the natural results of hasty action following the disappearance of money entrusted to employees. It is far better to employ competent detectives to collect information that would confirm suspicion rather than to circulate rumors that cannot be depended upon to support suspicion.

FORECASTS have been numerous late in 1946 that prices were to work much lower in 1947. A few items, such as butter, are down already, but on Feb. 6 No. 2 hard winter wheat sold on the Chicago Board of Trade at the highest price in 27 years, \$2.24 per bushel. Evidently nearly all the forecasters are going to be dead wrong, as usual.

THE BETTER the seed your farm patrons sow, the greater the volume of grain they will haul to your elevator after harvest.

MANY MERCHANTS of the corn belt have found the disposition of cobs so expensive they are now building cob burners and thereby reducing their fire hazards and disposing of the cobs with less expense.

THE UNUSUAL activity in building improved facilities for handling and processing farm products which has prevailed through 1946 promises to continue through 1947 as our News Columns of this number tell of the building of 12 new elevators, 1 new alfalfa mill, several elevator annexes and 8 new feed mills, all of which will help to facilitate the marketing of better grains.

CORN SHIPPERS have been discounted because of excessive moisture and weevil, so fully appreciate the necessity of fumigating and cleaning box cars so each load will not be discounted. Excessive moisture has always helped to earn a discount so that shippers are making an earnest effort to get every shipment to destination before grain starts to heat.

REFUSAL OF elevator owners to sign the uniform grain storage agreement of the U.S.D.A. may help improve the handling facilities of the large elevators being erected throughout the land. The enormous crops of recent years have not only expedited the handling an increasing volume of grain but it has facilitated the movement of enormous crops to central markets.

THE BILL, H. R. 452, may be a sneak attempt to get monopolistic controls of crops under trade agreements, after they have left the hands of the growers and against the interests of consumers and handlers of the crop. The bill clearly restrains trade in wheat, corn, oats, barley and wool by permitting limitation of the quantity and quality that could be moved to market. Pressure groups would be authorized to violate the anti-trust act and go scot free of penalty.

THE FIRE losses of 1946 aggregated more than five hundred fifty million dollars and sad to relate the number of fires during January has not given any encouragement to owners of grain storehouses as to the safety of their plants. Every owner of this class of property has been warned time and again to correct all known fire hazards and thereby reduce the volume of fire losses. Every superintendent of plants in operation knows full well that many helpers employed are inexperienced and not dependable in the care of machinery, so, naturally, Old Man Friction and carelessness continue to add perfectly good facilities to the list of plants already burned.

Cost of Replacing Your Elevator

Grain Dealers generally try to insure themselves against loss by fire, wind, use and occupancy as well as extended coverage and property damage. Some dealers who thought themselves to be well covered by reliable insurance of every risk have often been disappointed to find they were only partially covered after the fire or theft had occurred.

The cost of replacing grain storehouses, built long ago, today is several times as much as the original cost of building. Then, too, the cost of grain is much in excess of the sale values several years ago. The cost of rebuilding any wood elevator today is so much greater than what it cost originally to build, every owner knows full well that he would not be satisfied with the settlement of fire or wind damage on the basis of the cost of erecting the elevator five or ten years ago.

The cost of insuring against all losses is so small as compared with the increased cost of replacement that every owner who has a reliable contractor compile today's costs is amazed and results in the elevator owner immediately applying for more insurance. All definite estimates of today's rebuilding cost of replacing your elevator would amaze every elevator owner and result in quick application for more protection. The extra cost of the additional insurance is so small no elevator owner would hesitate to have policies issued immediately for full coverage against all losses. Those having any doubt about the increased cost of replacing property through any loss owe it to themselves to have estimates made by careful builders of the cost of rebuilding their plant today.

Box Car Scarcity Calls for Help

The high prices prevailing for wheat throughout the nation makes this commodity unusually attractive to thieves everywhere, and naturally ungarded cars of wheat are being drained of their contents. Complaints of scarcity of empty box cars continue to reach us from all sections of the country. The business of the country is so greatly in excess of average volume everyone at interest agrees that more empty box cars are needed NOW.

Some transportation officials promise empties when the season of navigation diverts more grain to the Great Lakes but that is too far away to relieve the shortage of cars for the transportation of east-bound grain and grain products.

The hearing granted transportation experts before the Senate Investigating Committee in Washington recently developed promises of making every effort to relieve the box car scarcity, but no relief has as yet been obtained. The real trouble is the railroads have been unable

to get delivery on many of their old orders for grain-tight box cars.

The steel mills have been so busy filling the government's orders for war materials many orders for box cars have been ignored. When more steel is obtainable car builders will turn out more box cars. It is all important that every user of rail transportation makes an extra effort to speed up the release of every car so that each car will be utilized to the greatest extent and all delays of box cars at loading and unloading points be prevented. The railroads have not sufficient cars to render transportation service now needed by every section of the country. The more promptly shippers and receivers utilize each car in actual transportation, the greater will be the supply of transportation facilities and the sooner will it supply all demands.

Effect of Government Wheat Manipulation

For two weeks early in January the price of wheat had been advancing rapidly. It seems the rise was too rapid to please the government agencies, for one Friday the C.C.C. announced it would retire from the buying market the following Monday.

Beginning Monday morning the market dropped six cents per bushel; and merchandisers sold millions of bushels, on the theory it was good business to sell while the bids were still in effect and before the bottom fell out of the market after the government quit buying.

The bear movement was short-lived. It lasted only a week, putting Chicago May wheat down to \$1.91.

Since that time there has been a steady advance in prices of wheat, the May delivery rising above \$2 per bushel, while No. 2 hard winter wheat went to the highest price in 27 years.

The charge that the Department of Agriculture is manipulating the wheat market cannot be proved. Perhaps the government agency had all the wheat its car supply could handle at the time.

It seems that too much importance is attached to government buying. In truth the government can be classified as just another buyer, on a large scale. Buying is not always a bullish argument. To be effective it must be persistent over a period of time, as wheat is harvested somewhere every month in the year.

Heavy buying eventually has a bearish effect. Witness the activities of the Federal Farm Board that had \$500,000,000 to spend, and ended in failure and low prices.

After heavy buying by a government or a private operator it is evident to all interested in the market that the purchases will be for sale. The grain is not destroyed. Even when delivered abroad its disposal prevents sales by merchan-

disers and exporters to the same ultimate consumers.

The mere knowledge that a large block of wheat is hanging over the market acts as a deterrent to investors and millers. Entrance of a government agency into the business of dealing in grain is harmful to the producer by causing a lower level of prices, eventually dropping to the support level and remaining there.

Coming Conventions

Trade conventions are always worth while as they afford live, progressive grain dealers a chance to meet other merchants from the same line of business under favorable conditions. You can not afford to pass up these opportunities to cultivate friendly relations and profit by the experience and study of others.

Jan. 27. Eastern Division of Feed Manufacturers Ass'n at Montreal, Que.

Jan. 27, 28. Indiana Grain & Feed Dealers Ass'n, Columbia Club, Indianapolis, Ind.

Jan. 28, 29, 30. Farmers Grain Dealers Ass'n of North Dakota, Fargo, N. D.

Jan. 30. Nebraska Seed Dealers Ass'n at Cornhusker Hotel, Lincoln, Neb.

Feb. 4, 5. Farmers Grain Dealers Ass'n of Illinois, Pere Marquette Hotel, Peoria, Ill.

Feb. 7. Mutual Millers and Feed Dealers Ass'n, Hotel Buffalo, Buffalo, N. Y.

Feb. 17, 18. Colorado Grain, Milling & Feed Dealers Ass'n, Albany Hotel, Denver, Colo.

Feb. 19. New Jersey division conference of Eastern Federation of Feed Merchants at Stacy-Trent Hotel, Trenton, N. J.

Feb. 20, 21. Midwest Feed Manufacturers Ass'n, Kansas City, Mo.

Feb. 22. Washington State Feed Ass'n, New Washington Hotel, Seattle, Wash.

Feb. 24, 25. Farmers Grain Dealers Ass'n of Ohio, Secor Hotel, Toledo, O.

Feb. 28, Mar. 1. California Seed Ass'n at Claremont Hotel, Berkeley, Cal.

March 3, 4, 5. Farmers Elevator Ass'n of Minnesota, Nicollet Hotel, Minneapolis, Minn.

Mar. 8. Western Seedsmen's Ass'n, Fontenelle Hotel, Omaha, Neb.

Apr. 17, 18, 19. California Hay, Grain & Feed Dealers Ass'n, Palace Hotel, San Francisco, Cal.

May 1, 3. American Feed Manufacturers Ass'n, Drake Hotel, Chicago, Ill.

May 15, 16, 17. Society of Grain Elevator Superintendents at Kansas City, Mo.

May 25, 26, 27. Pacific States Seedsmen's Ass'n, Yosemite Valley, Cal.

June 2, 3. Central Retail Feed Ass'n, Schroeder Hotel Milwaukee, Wis.

June 5, 6. Nebraska Grain & Feed Dealers Ass'n, Hotel Paxton, Omaha, Neb.

June 9, 10. Eastern Federation of Feed Merchants, Hotel Commodore, New York, N. Y.

June 18, 19, 20. Southern Seedsmen's Ass'n, Memphis, Tenn.

June 23, 24. Wyoming Grain, Feed & Seed Dealers Ass'n, Casper, Wyo.

June 30, July 3. Canadian Feed Manufacturers Ass'n at Bigwin Inn, Lake-of-Bays, Ont.

PARITY prices Jan. 15 were: wheat \$1.90; rye, \$1.55; corn, \$1.38; oats, \$0.858; barley, \$1.33, and grain sorghum, \$2.60.

THE INTERNATIONAL Wheat Council on Jan. 29 recommended that the United States take steps towards implementing a conference in London Mar. 6 to negotiate the long-postponed international wheat agreement.

Hoosier Dealers Hold Record Convention

The Indiana Grain & Feed Dealers Ass'n held its 46th annual convention Jan. 27, 28 at the Columbia Club, Indianapolis, with over 600 dealers in attendance, a new record for the association, and Sec'y Fred Sale announced a membership of 800, another all-time record.

PRES. HAROLD L. GRAY, Crawfordsville, called the first session to order Monday morning.

ELTON KILE, Kileville, Ohio, in a spirited address, compared agriculture under free enterprise in the U. S. A. with farming under Russian despotism. He blasted the theory that we need government direction in business, and said that it will take a lot of constructive thinking, work, and effort to lift the burden of governmental direction of business. He defined the governments' duty not to guide and control men, but to protect the rights of the individual, and stated that the first problem of all today is the retention of the control of our own destiny as free individuals.

PRES. HAROLD L. GRAY delivered his annual address as follows:

This, our 46th Annual Convention of the Indiana Grain & Feed Dealers Ass'n, comes at a most opportune time. We are at the beginning of a new era of national history. The strain, stress, conflict and regulations of recent years are rapidly being left behind us, but the foundation for the road ahead is yet to be constructed, the course of this new road, to the right, or to the left, is uncertain, but you and I now have an opportunity to help give it direction by using ways and means at our command. We must forget the past and look forward to the future. Let us keep our eyes on the future. We must pay more attention to it than the past, because every one of us is going to spend the rest of his life in it.

Today at this same hour, not more than two blocks from here, another important meeting is being held which may have a very definite effect upon our immediate future. Our State Legislature is in session, and Congress is also in session. The laws they pass may result in happiness and prosperity for us, or they may actually wreck our business. This is, indeed, the opportune time for you and I as individuals, and as a strong association to exert our influence on these laws to help chart the course ahead.

FREE AND PRIVATE ENTERPRISE is still a contested factor in our economic system. Our constitution was founded upon the principle of life, liberty and the pursuit of happiness. We are supposed in this land to be free born and to have the inalienable right to launch out in business and take a chance. If this adventure proved successful by hard work and initiative and we made something to raise the standard of living, we were then encouraged by our government to build and grow. Planned economy with an artificial market, controlling supply and demand, at that time, was not known. During the past few years, even before the war, free enterprise was struggling in competition with organizations set up by the government.

Our government was designed to be the servant of the people, a body of men to make rules, laws and regulations to prevent business men, corporations and others from taking undue advantage of each other.

But now our federal government has gradually become a master of the people with supreme authority to hand out subsidies, special aid, relief, and tax benefits to those who would seek to socialize, communize and change our independent system of free enterprise. Our government has taken on the role of a generous parent of a spoiled child, looking after not only those unable to care for themselves, but also those who do not want to look after themselves. In other words, as I see it the government is encouraging the wasting of time, loafing, cheating, lying, squandering and excessive living, and all of those traits of character which our forefathers detested, the very things that undermine the sound way of life.

MANY ACTS of the legislature of which we were unaware at time of passage, now are coming to light; laws which permit a vicious nationwide crisis, laws that keep the owners off their own properties, destroy it, deliberately boycott the public, holding up business, and keep a worker from earning bread and butter for his family. I make this statement to emphasize the necessity of taking a direct interest, individually and collectively, to study and learn the truth ourselves. We must stop these unethical practices that are against the enterprise, unconditional control of your own business and our democratic way of government.

Our trade associations have done a tremendous job to stop this very thing and we must support them with our money and time along with the

local, state and national chambers of commerce and any and all organizations that will help to prevent the onrush of socialism, communism, and that kind of laws which allows one man or group of men to dictate for their own selfish gain.

There are few citizens who follow the legislative trend of thought. It requires time, study and detailed analysis of every phase of the proposed law. This session of all sessions needs your thought and opinions. I respectfully urge that we individually and collectively assist our Senators and Representatives of both state and nation with our interest and advice whenever the opportunity presents itself.

We have several bills vitally affecting our very existence now in the hoppers of both Federal and State Legislature. Among the most important are: THE WAGE & HOUR BILL; AREA OF PRODUCTION BILL; THE GWYNNE BILL; TAX BILLS, and a score of others which may come thru in such a form as to wreck our business.

Our Association, both State and National, in the past five years has steered the hundreds of rules, laws and regulations either to the right or the left for the best interests of every paying member of our Association and for those who could not see fit to assist. One of our goals has been to get the lawmakers to permit our Associations to be allowed to help and govern themselves instead of being controlled directly by a government agency. Our special and regular committees have worked unceasingly for this and they have been invaluable to your organization and your business.

A few weeks ago I was appointed by Lieutenant Governor James, along with the presidents of other associations of the state who are directly interested in agriculture, to study, suggest, criticize and write out those laws affecting the farmers and agriculture in general in the state.

We have already met several times and several bills have been edited for the benefit of every farmer, grain and feed dealer as well as every citizen in our state. One of these bills has to do with marketing research, known as the Hope Flanigan Bill, setting up research laboratories at Purdue or other places to study new methods and forms of converting farm products back into commodities the farmers consume and to find all outlets possible for our farm and agricultural crops. All with the idea of preventing surpluses which are bound to come.

I am glad to report, as a member of the National Retail Feed Committee, that the National Association has secured the services of a feed specialist, Mr. Ed Cherbonnier, who is undertaking to bring this division of our Association together on a unified plan of merchandising, advertising, and toward modernization of the feed business out of the old rut we have been accustomed to.

On Dec. 12 I was officially dismissed as a member of the Class B Mixed Feed Manufacturers Industry Advisory Committee by Acting Administrator Max McCollough.

THE COUNTRY ELEVATOR BUSINESS COURSE at Purdue last June was a wonderful success. Forty-seven finished the course and another class is to be organized this year.

Your Board of Directors approved a seventy-dollar contribution for tax research study of prospective tax laws in the 1947 Legislature which is very essential to us at this time.

Again our Association has enjoyed another successful year. We have reached our goal of 104 new members, making a total of 800. We are now the largest and strongest both in numerical and financial strength in our history. We have experienced men on various committees who are working overtime to do a service that we can not do alone.

There are several reasons for our success but the greatest one is because of the high efficiency of our secretary, Fred K. Sale. These two years working with him permits me to conscientiously say that he is ever watchful and willing at all times to sacrifice his own pleasures for our needs. He is doing a great job and deserves the commendation and thanks from every one of us. Indiana ranks high in getting things done, and the fine help of our members is no exception. I wish to thank every member and those serving on committees for their help and contribution to this year's problems and attainments. We truly have a wonderful and helpful membership.

I wish also to thank personally and in behalf of this Association our very great friend, Ray B. Bowden, Executive Vice President of the National Association, and his fine staff, who have so ably assisted us down at Washington.

I also wish to thank the members of the Indianapolis Board of Trade for their wonderful cooperation and help whenever called.

Our system of grain and feed marketing of this Association was not a sudden invention of man, but was built, not as a whole, but, step by step over a period of a generation of expe-

rience, and the tools were hard work, service, knowledge, quality, salesmanship, educational advertising, merchandising and the principles of the Golden Rule. All this is the force which makes people believe in you and have faith in your products.

We have a great organization and I do not know of any association made up of a finer group of men. Members of our association rendered a magnificent service during the recent conflict to the nation and to the world.

So, in building the road ahead we have still greater chance to show our ability and strength during the reconversion years in the future.

There is a destiny that makes us brothers

None goes his way alone

All that we send into the lives of others

Comes back into our own.

SEC'Y Fred K. Sale, Indianapolis, delivered his annual report as follows:

SECRETARY'S ANNUAL REPORT

YOUR ASSOCIATION has just completed forty-five years of service to the milling, grain and feed interests in Indiana. This is our 46th annual convention. Our organization is one of the old state grain dealer associations. It is also one of the largest, and definitely the outstanding one financially. These are facts which the members should be justly proud of. The membership is more than double its highest peak during these forty-five years of its existence.

In our assembly here today we have much to be thankful for, particularly so that after these several years of executive directives, OPA regulations and restrictions of protein meals, these shackles are no longer upon us. Again we can operate our own business without the direction of Governmental agencies telling us how we must do it. In the all-out effort to win the war, the grain and feed industries gave their wholehearted support, which was absolutely essential, for their operations in handling the bountiful grain crops we were blessed with, and the production of feed for livestock, were equally as important as the production of munitions. The record made by these industries, together with the enormous production by our farmers, are achievements of which we can all look back on with pride. It can be said of our industry that it made a sincere effort to comply with OPA and MPR regulations, in spite of their complexities and questionable interpretations. Prosecutions among grain and feed dealers were few in number throughout the United States, and exceedingly few in Indiana which speaks well for our membership. Of the cases prosecuted, most of them were against firms who were not Association members.

SELLING is one of our big problems just ahead of us. We haven't had competition to worry about, but it is definitely before us today and in the immediate future. We are going to have to do some reconversion in our plants and in our sales organization. So, in this convention we hope to present some capable speakers on subjects that we feel will cause you to do some serious thinking, as well as to offer some suggestions that may be helpful in assisting you to solve some of your problems.

The work in the Secretary's office the past twelve months has continued to be almost as heavy, as in the last several years. Miss Ida Hobgood became my Assistant Secretary in July 1st and we have endeavored to render to you the best service possible. Travel by the Secretary has been limited, largely to attending group meetings, the adjoining state grain dealer conventions and the National in Chicago, and a few conferences in Chicago called by the National Association on matters of importance to your interests. A very successful mid-summer meeting was held at Lake Wawasee on June 17 and 18.

ONE OF THE outstanding projects of the Association the past year was the Eight Weeks Training Course in Practical Elevator Operation, held at Purdue University, April 29 to June 22. Certificates for the successful completion of this intensive training course were awarded to 47 elevator and supply men from six states. It was sponsored by your Association and was so successful, that we hope with the cooperation of Purdue University, that it can become an annual affair. Several young men completing the work were available for positions with business firms, and there was little difficulty in placing them advantageously. Several firms who sent one or more of their men to take their training, have expressed to me their satisfaction in the results obtained, and recommend to other firms that they participate in this program. Several other State grain and feed associations have been greatly interested in a similar program, in fact, have been holding some form of training programs during the past six months. Possibly we pioneered an idea of training grain and feed employees and executives, that will become national in scope, as well as to produce trained personnel for our industries.

For many years, your Association and other similar organizations over the country, have been greatly handicapped in not having adequate and accurate records of costs of handling grain and management operations. Particularly

has this been to our disadvantage when representing you down at Washington or in Chicago, endeavoring to secure increased handling charges, or revisions in the Uniform Storage Agreement with CCC. Your Board of Directors entered into a contract with the Agricultural Economics Department of Purdue University, by which it is doing some research work to obtain definite information on costs of operation and management from country elevators in Indiana. We have contributed a sizeable amount of money to cover the expense of this work covering a period of one year from July 1, 1946. The published results of this information will not reveal the names of any elevators furnishing the financial information. When completed the summary will be compiled and made available to all interested. The work is progressing splendidly, and later this morning you will have a short report on the work so far developed, by the capable economist, Gene Byer, who has charge of it.

IT IS PROPER that we pay our respect to the memory of those of our members who have passed away during the past twelve months. From the ranks of our Past Presidents, have been taken Walter M. Moore of Covington and J. S. Hazelrigg of Cambridge City. Other deaths known to us are the following: Ottis Stucky, Hunterstown; A. Meeker, Chicago; Webster Neidlinger, Onward; H. G. Tyler, Lowell; J. W. Stackhouse, Etna Green; M. J. Wilson, Millersburg; B. W. Boxmeyer, Kansas City, Mo.; H. R. Moorman, Batesville; J. H. Trimble, Parker; J. W. DeWitt, Garrett; L. M. Smith, Chicago; and R. S. McConnell, Detroit, Mich., who was Treasurer of our Association for several years.

WE ARE STILL breaking our membership record consistently, and 1946 is not exception. During the past three years we have averaged a total of 104 New Members each year. Since our 1946 Convention a total of 108 were obtained. There continues to be a large number of changes in ownership of grain and feed firms, we have had some losses for this reason, but many of the new firms are soon secured as new members. Our total membership as of today is 800, the largest in our history. We put on no special drive for members, as do some organizations. Membership is our business week in and week out. We have a live group of Boosters every year that have the interests of their Association at heart enough, to make it their business to get one or more members during the year. This should be the objective of every single member. Think how much more rapidly our membership would expand. In my opinion, these Boosters are deserving of a citation for their efforts in securing members this year, and I think you should know the names appearing on the Honor Roll and the number of applications each has obtained. Here they are: D. W. Crutchfield, North Liberty, 9; Pres. Harold L. Gray, Crawfordsville, 5; John Grogan, Ambia, 3; P. E. Legge, Uniondale, 3; E. R. Chase, Ladoga, 2; W. L. Christman, Indianapolis, 2; K. J. Miller, Pence, 2; Russell Wilson, Rochester, 2; O. L. Taylor, Brazil, 2; D. R. Towne, Bloomington, 2.

The following secured one application: E. E. Allison, Indianapolis, 1; E. L. Bailey, Greenville, O., 1; C. C. Barnes, Winchester, 1; S. G. Beatty, Earl Park, 1; Ray Booth, Spencer, 1; Mel Collier, Huntington, 1; O. A. Dutches, Walton, 1; Henry Fruenchenicht, Louisville, K., 1; R. W. Garten, Indianapolis, 1; W. E. Hart, Ft. Wayne, 1; H. G. Hoham, Auburn, 1; M. E. Kendall, Carmel, 1; A. E. Leif, Ft. Wayne, 1; Ray Miesenfelder, Palestine, Ill., 1; W. W. Means, Indianapolis, 1; Harry Marquis, Indianapolis, 1; G. A. Pritchard, Indianapolis, 1; Franklin Robinson, Monterey, 1; E. C. Smyth, Warren, 1; C. E. Thornburg, Tipton, 1; M. A. Thomas, Union City, 1; R. O. Welton, Ft. Wayne, 1.

Sec'y Sale secured 54 new members. THE 85TH GENERAL SESSION of the Indiana Legislature is convening. In anticipation of the proposal of the introduction of several new Bills for the purpose of raising more revenue, and to be prepared to oppose any effort to increase the gross income tax on retail sales, your Association together with the 16 other retail associations forming the Indiana State Retail Trade Executives Ass'n, have been on the job. We have employed an experienced tax analyst the past few months to do some research work on tax measures of various kinds, and to keep us informed on any new measures that may be proposed at this session. It was this group of Trade Executives that prepared the Bill, introduced it, and forced through its passage, reducing the tax on retail sales from 1 percent to $\frac{1}{2}$ of 1 percent of a few years ago. Several other Bills are being introduced for the public welfare that is having the full support of the trade associations as represented by these Trade Executives. You will hear more about these Bills soon through a bulletin. Organized labor will fight strenuously to prevent their passage, though they are not introduced in opposition to labor, rather, for the protection of the interests of the citizen and business man. What we want you as individuals to do, is to write or otherwise contact the Senator or the Representative from our District, and to express forcibly your views on these Bills and to urge their support in passing same. The importance of this action cannot be overemphasized.

President Gray is completing his second year as your President. He has given freely of his time to the Association and its interests. He has been of invaluable assistance to me in the conduct of the organization and I express my appreciation to him for his cooperation at all times. Harold is a member of the important Retail Feed Committee of the National Ass'n. He has attended several meetings of that Committee during the year and has represented the members of our Ass'n at such meetings. To the Board of Directors, and to the membership as a whole, I extend by sincere thanks for your splendid cooperation during the past year, which has been a very successful one financially and from the standpoint of increased membership.

E. G. BYER, Lafayette, gave a research report on the Operation and Management of Indiana Grain Elevators. He told of a survey, being conducted at Purdue covering efficiency of management, utilization of new and modern equipment, and additional side lines that fit in with elevator operation.

PRES. GRAY appointed the following committees:

NOMINATIONS: T. C. Wilson, Sulphur Springs; W. A. Darnall, Coatesville; G. A. Pritchard, Indianapolis; S. G. Beatty, Earl Park; W. R. Beck, Shelbyville.

RESOLUTIONS: H. G. Hoham, Auburn; C. C. Parnes, Winchester; D. B. Jenkins, Indianapolis; John Grogan, Ambia; Adam Egley, Geneva.

Monday Afternoon Session

Pres. Gray presided at the Monday afternoon session.

DALE CRITTENBERGER, Indianapolis, legislative consultant for the Associated Employers of Indiana discussed proposed legislation in the state. He advocated supporting H. B. 31, broadening police power in labor disputes; H. B. 56, protecting private property on highways; H. B. 102, declaring secondary boycott a misdemeanor; H. B. 107, reducing from six years to one year's time for back wage claims; Sen. Bill 46, extending for two years the war emergency on labor regulations; Sen. Bill 48 for open shop; Sen. Bill 52 to define and prohibit mass picketing; and a proposed bill not yet introduced which will eliminate the anti-injunction law in labor disputes.

Ray B. Bowden, Exec. V. P. Grain and Feed Dealers National Ass'n, reviewed waves and hours legislation as it affects the grain trade and then delivered an address on "Free Enterprise, which is printed elsewhere in this issue.

W. H. BRYAN, St. Louis, delivered an address Our Selling Job in 1947, in which he stated that people buy what they want rather than what they need and gave some valuable pointers on creating desire for goods and services.

H. G. Hoham, Auburn, suggested a new classification of honorary members to include some past members no longer in the grain business, and a motion was passed to revise the rules and by-laws to set up a classification of honorary members to be elected by the board of directors.

Tuesday Morning Session

PRES. GRAY again presided.

D. G. PHILLIPS, Indianapolis, presented the treasurer's report showing a sound financial condition. The report was accepted.

N. H. GIST, New York, delivered an address How's Business?, in which he denounced planned economy as nothing but regimentation by the state.

VERN STECKLEY, Kendallville, discussed hatchery supplies as a logical and profitable side line. He advocated stocking one line fully, and gave valuable ideas on seasonable display of supplies.

ADDIS THOMAS, Marion, told of his experience in holding group meetings for farmer patrons, at which food and entertainment were furnished and feeding programs outlined.

H. G. HOHAM, Auburn, presented the following resolutions, which were unanimously adopted:

RESOLUTIONS ADOPTED

GWYNNE BILL

RESOLVED, that we heartily endorse the Gwynne Bill, now pending in Congress, thereby limiting to one year, the liability for back wage payments created by a new definition of "Area of Production" under the Fair Labor Standards Act of 1938. We urge passage of the Bill with this time limitation.

H. B. 107

BE IT RESOLVED, that we heartily endorse House Bill No. 107, now before the Legislature of the state of Indiana which provides that all actions for the recovery of wages, overtime, damages or penalties accruing under laws respecting the payment of wages, overtime, etc., shall be commenced within one year from the time the cause of action occurs and not after.

HOPE PLANNING BILL

WHEREAS, through increased production efficiency there is the danger of gigantic surpluses of farm products this convention endorse the "Hope Planning Bill" which proposes the setting up of research laboratories at Purdue and other places to study new methods of converting farm products into commodities the farmers consume and to find all possible outlets for agricultural crops.

RETAIL SALES TAX

BE IT FURTHER RESOLVED, that the Indiana Grain & Feed Dealers Ass'n go on record as being opposed to Retail Sales Tax for the state of Indiana or any increase in the present Gross Income Tax Law.

TAX EQUALITY

WHEREAS, there still exists an injustice and inequality in the Federal Income Tax Laws, be it resolved that the income of all commercial businesses regardless of how designated, resulting from the operation of such business, be treated as income within the income tax laws of the United States. And that all payments, in cash or otherwise, made by such commercial enterprise to owners, stockholders, patrons or members be taxed on an equal basis regardless of how acquired, to whom, or how paid.

BE IT FURTHER RESOLVED, that Congress immediately pass legislation to preserve private business by the elimination of all discriminatory privileges, subsidies, preferences, promotional services, etc., enjoyed by direct competitors of private business.

FEED PROGRAM

WHEREAS, the Grain & Feed Dealers National Ass'n has launched on a program of unifying the interests of feed industry within the state and through close cooperation with the State Agricultural Colleges within said state with a broad long-range program of raising the standards of the entire feed industry, thereby enabling the feed retailer to better serve his community.

BE IT RESOLVED, that the Indiana Grain & Feed Dealers Ass'n cooperate to the utmost with Director Cherbonnier of the National Retail Feed program.

NUTRITION SCHOOL

WHEREAS, the practice of conducting a Nutrition School has been discontinued and whereas it is the desire of the members of this ass'n to serve their respective communities ever better.

BE IT FURTHER RESOLVED, that the Indiana Grain & Feed Dealers Ass'n request the assistance of the Agricultural Economics Department of Purdue University, and resume Nutrition Schools for the training of employees of members of this ass'n at the earliest practical time.

BE IT FURTHER RESOLVED, that the Indiana Grain & Feed Dealers Ass'n in convention assembled, express our appreciation to the Agricultural Economics Department of Purdue University for the many courtesies extended this ass'n and especially thank and congratulate them for sponsoring the Elevator Managers' Training Course which we wholeheartedly endorse as a step in the advancement of the feed interest of Indiana.

The ass'n expresses its sincere appreciation to President Harold L. Gray, who has given generously of his time and talent, and so ably served as our president. The efficiency of Secretary Fred K. Sale, has contributed much to the success of this ass'n. Our thanks to Mr. Sale.

C. T. Wilson, Sulphur Springs, chairman of the Nominations Committee, presented the following nominees:

OFFICERS ELECTED

President, P. E. Legge, Uniondale; Vice President, M. E. Kendall, Carmel; Directors, Harold L. Gray, Crawfordsville; H. G. Hoham, Auburn; D. W. Crutchfield, North Liberty; Ralph Snyder, Taylorsville.

Dr. E. L. Butz, Purdue University, discussed the "Economic Outlook." He predicted grain prices fluctuating around current levels for several months with a decline of $\frac{1}{3}$ to $\frac{1}{4}$ in the fall or winter of 1947. He blasted controlled production and stated we can profit only by a growing and expanding economy.

A. E. Leif, Grain Dealers Mutual Fire Ins. Co. in an address "Fire Safety Devices in Grain Elevators," advocated the addition of a cistern, stand pipe and pumper for fire protection at country elevators.

The Annual Banquet

Tickets for the annual banquet at the Columbia Club Monday night were at a premium. The 550 delegates and guests enjoyed an excellent dinner, and a fine floor show and dancing were provided by the Indianapolis grain feed and supply firms.

CONVENTION NOTES

A grain board with continuous markets posted was maintained by Thompson & McKinnon.

SEEDBURO Equipment Co. displayed a Steinlite moisture tester and miscellaneous supplies with P. W. Burrows and Abie Polstra in charge.

SIDNEY GRAIN MACHINERY CO., represented by W. B. Short, displayed by picture its line of grain elevator and feed mill machinery.

A. E. Leif and HENRY MARSH of Grain Dealers Mutual Ins. Co., were on hand to answer insurance problems.

GRUENDLER CRUSHER AND PULVERIZER Co maintained an exhibit with Ward Kilgore in charge.

Farmcraft Seed Co. displayed seed corn and distributed cob pipes, tobacco and matches. T. M. Hobson, H. S. Brewer, and H. R. Baldwin were in charge.

Registration Included

Indiana dealers in attendance included: Harry W. Allen, Greenwood; Frank Ackels, Hobbe; H. W. Ayler, Aurora; K. R. Applegate, Galveston; M. G. Aldorfer, Walkerton; W. R. Aukerman, Amboy; Frank Avers, Pendleton; A. E. Akerman, Ft. Wayne; S. J. Alexander, Crawfordsville; E. B. Adamson, Hagerstown.

Newell Brooks, Carmel; F. W. Blanton, Clayton; E. A. Blish, Seymour, Sim Burk, Monroe; R. M. Brock, Jonesboro; M. E. Beesley, Urbana; A. W. Berger, Windfall; R. A. Burris, Mulberry; George K. Black, Evansville; R. R. Butcher, Greenwood; Russell Brown, Carlos; L. E. Black, Plymouth; C. C. Barnes, Winchester; Emory O. Brattain, Greencastle; W. F. Burbank, Ft. Wayne; Harry Brewer, Delphi; Harry Brown, Franklin; Don Burres, Willow Branch; Rex Barnett, Dayton; L. E. Bray, Greencastle; Joe Barr, Bicknell; S. G. Beatty, Earl Park; W. R. Beck, Shelbyville; Orville Badertscher, No. Manchester; Avon Burk, Tom Burk, Decatur; Clayton Bass, Mulberry; Ted Barnhart, Churubusco; R. P. Bailey, Nappanee; W. E. Bechdol, M. E. Bechdol, Yorktown; F. W. Briscoe, Bunker Hill; H. R. Baldwin, Oxford.

John H. Caldwell, Marion; Paul Coolman, Ft. Wayne; James Cripe, New Waverly; L. S. Conarro, Frankfort; T. A. Cripe, New Paris; D. E. Cadick, Jr., Grand View; Willis Charles, Greensburg; Harry Cripe, Plymouth; Elmer Carlton, Gwynnville; R. C. Clapp, Columbia City; W. J. Cox, Rosedale; Kermit Cross, Oakville; A. S. Carter, Lafayette; Charles Coffman, Hazelrigg; D. W. Crutchfield, No. Liberty; Leon Cheadle, Brems; Dorwin Cox, Nappanee; C. N. Clark, Yeoman; Neal Costlow, Kirkland; L. P. Clevenger, Lynn; E. R. Chase, Ladoga; C. F. Cress, Bremen; R. T. Creekmore, Winchester; C. M. Cochran, Crawfordsville; Roy Camp, Monticello; George Collins, Anderson; K. B. Cook, Zionsville; L. F. Cherry, Glenwood; Harry Cooper, Madison; Mel Collier, Huntington; C. H. Connolly, Swayzee.

Sam Davis, Oxford; A. L. Doran, Lebanon; Guy Dean, Windfall; J. H. Dosch, Terre Haute; Arthur Drysdale, Wilkinson; Geo. Davenport, Plymouth; F. A. Dahl, Belshaw; J. N. Dewey, Boswell; L. F. Depoy, Grass Creek; Russell Davis, Tipton; O. A. Dutchess, Walton; W. A. Darnall, Coatsville; W. Donselman, Aurora.

Chick Ellis, Hammond; J. P. Elford, Bloomington; Joe Ebert, Michigantown; W. G. Einspahr, Lowell; P. C. Endres, Frankfort; Roy Ellis, Edson; Kenneth Engler, Dayton; Earl Evans, Russellville; Adam Egle, Geneva; Leonard Eby, Madison; M. H. Engle, Ft. Wayne; Russ Eshelman, Winchester; C. E. Elmore, Walkerton.

D. E. Fitzer, Walton; John Frantz, Frankfort; G. L. Findling, Rome Findling, Windfall; Harold Ferrin, Carmel; E. R. Fry, Ft. Wayne; E. G. Ferry, Ladoga; D. G. Franks, Portland; F. R. Freeman, Crawfordsville; Wade Fair, Acton.

Morris Green, Southport; W. K. Gibson, LaPorte; R. C. Graham, Goldsmith; L. E. Greenwood, Rensselaer; M. R. Gray, Crawfordsville; P. G. Goodrich, Winchester; Harry Gerwig, Liberty Centre; Harold L. Gray, Crawfordsville; Chas. Gossett, Hemlock; Glenn Gartin, Sims; R. C. Gritt, Columbia City; Walter Green, Hazelrigg; John Grogan, Ambia; Ralph Guenther, Lafayette; Don Gasoway, Ockley; Don Good, Clermont.

Willard Hart, Ft. Wayne; J. W. Hubbard, Monrovia; C. C. Hutton, Vincennes; E. A. Hicks, Wanamaker; Sam Hollett, Frankfort; R. V. Hardin, Fortville; John Hartley, Liberty; Otto Howe, Greensburg; Arden Howell, South Bend; Dorman Harris, New Ross; W. L. Harper, R. L. Holmes, Decatur; T. M. Hobson, Oxford; Leonard Hershey, Lynn; David Hiatt, Lebanon; A. N. Hudson, Liberty; Joe Hanlin, Portland; K. C. Hightshue, New Augusta; Lowell Hutchinson, Arlington; H. G. Hoham, Auburn; John Holder, Clifford; Pal Hays, Frankfort; Dale Houten, Wawaka; Lee Hunt, Rochester.

R. V. Irwin, Madison; L. W. Johnson, Myerstown; J. T. Jettters, Lyons; A. J. Johanningsmeier, Vincennes; Vernon Jones, Forest; Robert Jones, Young America; Hubert Jackley, Thorntown; C. E. Jones, Cutler.

E. F. Keith, Washington; Evan Kendall, Carmel; Herschel Kesler, Fishers; L. W. Kirtley, Whitestown; Walter Krueck, Ft. Wayne; Tom Kouns, Max; C. M. Kerlin, Delphi; Lowe'l Knaut, Mexico; M. E. Kendall, Carmel; Ralph Kail, Winchester; Fern Knochel, Buck Creek; Elder Kuehl, Valparaiso; Marvin Ketting, Kitchell; Norman Kerr, Frankfort; Dick Kessler, Portland; R. L. Knapp, Southport; Doyle Kibbey, Matthews.

Ernest Lamott, Pershing; J. E. Lynch, Darlington; Ralph Lichtenarger, Teagarden; W. N. Loughry, Idaville; Wm. Lewis, Elmwood; Ross Lockwood, Liberty Centre; J. P. Lantz, Middlebury; P. E. Legge, Unionville; Joe Ladd, Goshen; L. E. Lake, Colfax; R. G. Landis, Waynetown; John Loibl, Greenville.

A. C. Miller, Columbus; J. I. Marquis, Winamac; Albertus Meyer, Lawrence McCloskey, Fort Branch; Ed Montgomery, Hemlock; B. Miller, Greencastle; H. J. Miller, Nappanee; C. C. Major, Willow Branch; Howard Myers, St. Joe; Ray Miesenhelder, Palestine; Boyd Martin, Delphi; Aaron Meeks, Parker; W. L. Mullett, Nappanee; J. B. Miller, Anderson; Howard Mutz, Edinburg; Fred L. Miller, Portland; Hugh Mattix, Frankfort; R. J. Martin, New Paris; Kenneth Miller, Pence; Burk Miller, Greentown; Harry Miller, Terre Haute; Lester Miller, Fowler; R. R. Myers, Economy; Max Martin, LaFontaine; Leland Moore, Perryville; J. W. Miller, Boswell; H. C. Myers, Lafayette; J. N. May, Centerville; E. E. McMichael, Crown Point; Earl McCoy, Warsaw; G. B. McBane, Maxwell; F. G. McWilliams, Rochester; Orlo McCoy, Churubusco.

C. H. Nett, New Paris; George Neidlinger, Lebanon; W. E. Ohlemeyer, Marion; Ralph Overman, McGrawsville; Marion Overman, Jesse Overman, Amboy; W. R. Owens, Romney.

J. L. Poor, Greencastle; V. E. Pierce, Mooreland; Geo. Pasko, Huntington; Edwin Pasko, Elmer Pasko, Shirley; Walter Penrod, So. Whitley; R. L. Putnam, Rushville; Verlin H. Paul, Herbst; C. E. Peters, Portland; Belle Pearson, Reynolds; Lewis Peacock, Knightstown; W. B. Phillips, Star City; Hank Parker, Frankfort; Paul Pickering, Windfall; R. G. Phillips, Oxford.

R. L. Reet, Cutler; Chas. Rogers, Frankfort; J. F. Russell, Greensburg; L. R. Rumsey, Columbia City; Nicholas Reising, Poseyville; Harry Ramsay, Russellville; Franklin Robinson, Monterey; R. M. Redding, Russia; W. B. Rectenwall, Spencerville; G. H. Row, Rich Valley; C. W. Roettger, New Bremen; W. A. Reising, Poseyville; J. R. Robinson, Nappanee; C. A. Rodibaugh, Greenwood; Harry Richards, Southport; Leo Rogers, Tyner.

Vilas A. Schindler, Berne; Russell H. Schultz, Winamac; E. H. Skiles, Rossville; Wm. Shubert, Jamestown; D. L. Stevenson, Rossville; Ralph Snyder, Taylorsville; Arnold Spencer, Andrews; Fred Siegrist Sr., Noblesville; Wm. Steeb, Lowell; Myron Simmons, Geneva; M. P. Sellars, Forest; Jack Schnaiter, Martinsville; Orville Stout, Vincennes; R. E. Slabaugh, Milford; Erwin Scott, Bicknell; Don Smith, Huntington; E. C. Smyth, Warren; Paul Strock, Hudson; Sam Spencer, Crawfordsville; J. D. Swoverland, Arcola; Emerson Sells, Carl Scudder, Windfall; D. W. Stout, Fishers; C. W. Shuman, Logansport; H. H. Sohn, Columbus; Vern Steckley, Kendallville; Cecil Smith, Lebanon; W. M. Sloane, Dunbridge; Del Seaman, Huntington; Don Smith, Cambridge City; J. J. Shoen, Oxford; A. F. Sohn, Jonesville; Wm. Shockley, Sulphur Springs; Dan Sullivan, Ft. Wayne; Tom Syler, Argos; G. R. Straub, Carmel; Spencer Snyder, Ft. Wayne; Victor Stuckey, Ferne; D. B. Shaw, Crete; C. S. Smyth, Markle; W. A. Sexson, Alexandria; Max Shutelt, Portland; G. D. Smith, Deedsville; L. H. Schroer, Seymour.

Bud Townsend, Ft. Wayne; W. C. Thomas, Marion; E. M. Truman, Evansville; Harold Thorp, Economy; F. Trimble, Westfield; M. A. Thomas, Union City; Geo. Tucker, No. Manchester; O. F. Trimble, Parker City; W. P. Traylor, Vincennes; O. L. Taylor, Brazil; Noble Truex, Chili; W. H. Tetter, Noblesville.

H. M. Unger, Morristown; C. W. Vidal, Terre Haute; John Vanek, No. Judson; L. C. Valentine, Mentona; I. S. Valentine, Franklin.

Willard Weiland, Flora; D. H. Wilson, Sulphur Springs; Wayne Wiley, Bluffton; Phil Wallace, Taylor Wyatt, Sheridan; O. H. Wheeler, Pendleton; H. L. Waters, McGrawsville; Paul Whitacre, Huntington; F. E. Waggoner, Waldron; Robt. Woodcox, Rochester; Pal Whitecotton, Amo; J. R. White, Muncie; Garth Woodward, Tocsin; C. T. Wilson, Sulphur Springs; Geo. Woodruff, Valparaiso; R. Wunker, Greensburg; Paul Walker, V. L. Walker, Leo C. Walker, Washington; D. B. Wilson, Roachdale; M. D. Wilson, Rushville; Russell Wilson, Rochester; Robt. Wilson, Lakeville; M. Worl, Kennard.

G. E. Yoder, Shipshewana; E. C. Yount, Plymouth; F. L. Yingling, New Albany; C. M. Young, Crawfordsville; J. F. Young, Richmond; Jesse Zook, Camden.

ILLINOIS representatives were: Bill Froom, Bob Hendrick, L. E. Martin, N. P. Noble, Champagne; Harry Redige, Bloomington; T. E. Decker, Brocton; Paul Begin, W. J. Beard, R. O. Booth, D. J. Bunnell, L. R. Carpenter, Ralph Cassady, Gene Floyd, R. B. Jude, R. R. Lee, E. G. Horst, J. W. Kellogg, J. R. Pentis, W. P. Quinn, J. H. Summers, H. F. Watkins, Chicago; D. L. Bowers, R. Dennis, Tom Graham, I. E. Farrod, H. J. Kapp, Decatur; D. R. Murray, Danville; J. D. Worsham, Sheldon; Ben Rawn-sley, Waukegan.

Ohio sent Paul Barnes, George J. Forrester, Clay Kabat, O. H. Lovejoy, L. J. Shuster, A. E. Schultz, Toledo; R. B. Alsbaugh, Bolton

What is Ahead in the Grain Business

By RAY B. BOWDEN, Executive V. P., Grain & Feed Dealers Nat'l Ass'n, before Indiana Grain & Feed Ass'n

Drackett, J. B. Nickel, E. C. Rietman, Cincinnati; Earl Bailey, Greenville; Hal Byrd, Fostoria; W. V. Karr, Columbus; Elton Kile, Kileville; Thomas Longbons, Painesville; D. E. Merrick, W. S. Thompson, Dunbridge; H. F. McKee, Eaton; A. H. Poppe, New Bremen; Jim Zehr, Pettis.

FROM KENTUCKY came S. W. Brown, R. A. Case, R. M. Karlsberg, H. N. Perkson, M. W. McGrath, Frank Raidt, R. B. Williams, Louisville; W. J. Simpson, Owensboro; J. W. Thomson, Madisonville.

NEW YORK sent C. L. Constant, G. W. Durant, Fred Haller, H. H. Richardson, Buffalo; L. W. Forster, N. Y. C.

OTHER attendants included W. M. Anderson, Boston; F. E. Benson, Minneapolis; Loyd Faris, Kansas City; J. D. Fetzer, Dick Matchette, Milwaukee; C. L. Maddy, Pittsburgh; Thomas Mateer, G. H. Schodler, St. Louis; Earl Reeves, Newark, N. J.; R. H. Wyman, Harrison, N. J.

New Fireproof Elevator at Buffalo, Okla.

Harper County is the northwest county of Oklahoma and about the center of this county on the Santa Fe R. R. is the prosperous town of Buffalo, the home of the recently completed 200,000-bushel concrete elevator of the Farmers Co-op. Elevator Co.

The elevator proper consists of 9 round bins 118 ft. high, and 12 overhead bins. The driveway is of the through type with overhead truck lift.

The equipment includes one 5,000 bushel per hour leg using 12x6 Nu-Hy cups at 9-inch centers on a 14-inch leg belt driven through an Ehrsam headdrive. Power is through a 30-h.p. Ehrsam drive with Fairbanks-Morse motor. Outgoing grain is weighed through two 10-bu. Richardson Automatic Scales. A 2-h.p. electric manlift of the Ehrsam make is provided and extends from the work floor to the cupola floor.

A dust collecting system is installed at the head and all dust is deposited in a bin just over the driveway on the exit side.

The elevator, illustrated on our outside front cover, was designed and built by Chalmers & Borton.

Grain Firm Liable Only if Employee Was Injured in Course of Employment

The Supreme Court of Kansas recently reversed a decision of the Hodgeman County district court awarding damages to George Abbott of Jetmore, Kan., for injury while en route to his place of employment in the grain elevator at Jetmore of the Southwest Grain Co., of Hutchinson.

Judge Lorin T. Peters had held that Abbott was entitled to recover from the grain company and the Hartford Accident & Indemnity Co. for temporary total disability at the rate of \$18 per week for not to exceed 210 weeks, under the Workmen's Compensation Act.

On appeal the Supreme Court held with the defendants' defense that they were not liable as the injury did not occur at the place of employment.

Stocks of Wheat Jan. 1

Washington, D. C., Jan. 29.—Relatively small stocks of wheat, 643 million bushels, were in all storage positions, on and off farms, on Jan. 1, 1947. These total wheat stocks are smaller than on Jan. 1 of any of the preceding 6 years and not much more than half as large as on Jan. 1, 1943, reports the U.S.D.A.

Stocks of Wheat January 1

Position	Jan. 1, 1946	Oct. 1, 1946	Jan. 1, 1947
	Thousand Bushels		
On farms	361,031	552,715	366,255
C. C. C. bins	14,773	2,184	4,404
Int. Mills, whses.	108,776	177,329	118,999
Terminals (com.)	102,131	103,595	56,256
Merchant Mills	95,276	114,463	97,069
Total	681,992	950,286	642,983

We talk and write a great deal about the problems peculiar to the grain and feed trade. These problems are close to us, and we come to think that the forces of statism are directed against our trade alone, when in truth it is only part of an attack upon our whole system of free enterprise.

Many men still look back on what they call the Terrible Thirties trying to figure out just what happened. An analysis must be left to an historian beyond our time, but I think many men in our trade believe the decade was marked mainly by the growth of an idea that one could have without having produced, in short, that a means had been found to continually get something for nothing. Some economists of the School of State Socialism say that our economic teachers of the past were all wrong in their conclusions, and that only the new teachers have grasped economic truth. But old school economics was only the gathered experience of many generations of men, and it won't be overthrown that lightly by modern pleaders of special causes.

For actually what some of these socialism-bent economists preach today is just unadulterated discrimination between groups. One group argues the sanctity of special favors to farmers, protecting them against the rigors of the law of supply and demand. Another group as fervently argues for wage earners, asking for them the protected mediocrity of minimum wages for all. Both groups are glib in lip service to what still is known as the capitalistic system, the system of free enterprise, both attack viciously the profit-and-loss system which lies at the base of the whole free enterprise system.

OUR GRAIN TRADE now is concerned over the Congressional Act which supports prices of many farm commodities at 90 percent of parity. Certainly our concern does not arise from any ill will between the producers as a group and the distributors as a group; only the ignorant fringe in each group deals in such nonsense. Our concern, I think, rises from the fact that with this grain support price set too high, which it now is, producers will not be alert to shifts in production which should be going on all the time. Why change, they ask, if you are assured a good price for anything you want to grow? The end will be overproduction of given crops, and then the Government agency that supports prices will take over supplies by purchase, or at loan foreclosure time. We are concerned because we already have seen this Government in the grain business over some years. We saw them at one time become the largest single operator and owner of grain storage space. We have seen them operate grain buying programs where prices changed by the whim or the will of a public employee, so that private traders could not plan their own business safely from day to day.

This fear of government-in-business is, therefore, a fear that translates itself into the whole management of private business. But grain men, who are expert as economists in their field, know that there are other troubles that will stem from the idea. They know that loans and support prices by a federal agency cannot long stand by themselves. As these loans and supports throw the production picture out of line and bring surpluses, government must step in again with controls over acreage, or marketing, to protect their original commitments. It is a never-ending trend, that can only come full circle when government here, as in England today, will propose to exercise complete control over what a farmer plants, what he may sell and for how much, and even whether in the minds of the planners he should be dispossessed of his land to suit the plans of the State.

FARMERS have been free men for only a little more than a century. They won their freedom from peasantry and a feudal system, here in America, where new land was available for the application of machinery to production. It is a serious situation ahead, and so far we have no definite assurance that many of our people will not be willing to exchange, slowly but surely, freedom for security. The growing application of federal controls over agriculture, here and abroad, points a warning finger toward the end of the road where there looms again the sheltered peasantry of a past century.

RECENT ATTACKS against futures trading in grain are part of this tendency towards the mothering of a people by its State. Obvious facts about futures trading are ignored, and baseless distortions are paraded as fact. If it were necessary here, a great array of evidence could be presented to show clearly that futures trading in grain benefits the producer himself, among other parts of society. But let us seek a basic statement about futures marketing, one that will make clear ground for decision. This statement can be phrased this simply: that in the absence of futures markets, pricing still must be accomplished and it would be done by government. When government controls acreage, marketing, and then price, it will demand the right to say who will farm, where, and under whose orders. If you think this is a bizarre forecast, remember that today in England, government has proposed this very condition of State managed agriculture, and England long had been considered a leader in thinking for individual freedom.

TODAY IN CONGRESS there are bills to make Commodity Credit Corporation permanent; other bills to make the 90 percent of parity price support permanent. And some of these proposals toward Statism are sponsored by members of a party that has just come to power through virtual promises to the people that free enterprise again would be given a chance.

Man's spirit, like his body, can become tired. And even nations, like individuals, can tire. The strong individual, or the aggressive group, which invites a tired man to lay his burdens down, always gets a hearing. Too often the individual finds that he has exchanged his freedom for his solace, and that henceforth he must live in peasantry or political bondage. Freedom is relinquished without thinking; but it is regained only by struggle. In one generation we have seen two world wars, and one depression, the worst of all depressions. Man has not yet struggled back from those discouraging days to a sense of the importance of individual freedom where each man is the creator of his own integrity and responsibility.

The grain trade is one of the last groups of competitive, aggressive individualists. You have come to think in terms of the free enterprise system. You struggle more against the fear of failure than you do for the hope of gain, because the possibility of loss in your daily business is just as great as the chance of profit.

BUT THIS SYSTEM under which you operate may go down unless each man preaches his cause as loudly and as endlessly as do the exponents of State socialism among you. We will need, in these days ahead, to take vigorous part in local government, and we will need to keep in constant touch with those Members of Congress who represent us nationally. Keep insisting on economic sanity among your representatives in Washington, and keep a close guard on their voting. Praise them when they keep within the bounds of our free enterprise system, and don't hesitate to call them to task when they wander towards communistic ideas.

Crop Reports

Reports on the acreage, condition and yield of grain and field seeds are always welcome.

Stanton, Neb., Jan. 18.—Corn all wet here.—Greenslit Lbr. Co.

Hunter, Kan., Jan. 24.—Wheat prospects are very good here.—E. C. Wyatt Grain Co.

El Paso, Tex.—New Mexico's 1947 winter wheat crop was estimated at nearly 5,000,000 bus., based on the planting of 546,000 acres. The wheat acreage sown is five per cent more than last year.—H. N.

Petersburg, Ind.—Growing wheat in Pike and adjoining counties is looking unusually well for this time of the year. Good rains have fallen during the past several weeks and little real cold weather has prevailed and the crop has grown rapidly.—W. B. C.

Champaign, Ill.—Soft ground delayed the shelling and delivering of corn to elevators of this area around Jan. 21 but a heavy movement of corn to the market was expected when the roads improved. Wheat shows a heavy stand here and should stand considerable adverse weather without injury.—P. J. P.

Dallas, Tex.—The recent freeze in this area killed about half the grain crops in the North Texas area, it was estimated by grainmen this week. Only crops protected by a cover of snow escaped damage as the cold wave killed about 75 per cent of the barley crop and about 50 per cent of the wheat crop.—H. N.

Lafayette, Ind.—Prospects for Indiana's wheat crop are the highest ever reported with the exception of one year, based on Dec. 1 conditions. The forecast for the 1947 production is 35,068,000 bus. or 18 per cent more than in 1946, about the same as the 1945 crop, but 32 per cent more than the ten-year average.—P. J. P.

English, Ind.—The growing wheat crop in Crawford County is looking good. The average acreage was sown last fall. Farmers are getting ready to plant a big corn crop next spring. Farmers in this section report that the farm labor shortage that prevailed during the war, has practically disappeared.—W. B. C.

Oklahoma City, Okla., Feb. 1.—Generally speaking, condition of wheat in Santa Fe territory, which comprises the major portion of the winter wheat belt, is the best in many years. Acreage is large, moisture is plentiful, growth is fully normal and all-round mid-winter prospects seldom, if ever, were better.—Santa Fe Railway System Lines.

Walla Walla, Wash., Jan. 30.—Two cold snaps, one a week after the other during the first half of January, with zero and near-zero temperatures, inadequate snow cover, and strong north-east winds have caused considerable apprehension. No real estimate of the extent of damage can be made until after a few days of growing weather.—Willard N. Crawford, field sec'y.



James G. O'Brien, Sec'y Milwaukee Grain Exchange

Field Conference of G. & F. D. N. A.

A current series of field conferences with its affiliated associations is producing valuable results, according to an announcement by the Grain & Feed Dealers National Assn., St. Louis. The organization's executive committee will meet in Chicago Feb. 13 to study the results of the first two such conferences at Minneapolis and Buffalo.

The National's retail feed program is the chief subject of discussion, with E. G. Cheronnier, feed consultant, taking a leading part. In spite of regional differences the National says it is finding substantial acceptance of its plan to concentrate on simple fundamental truths of good feeding management on farms, as the basis for profitable feed retailing.

Progressive feed retailers who have built their businesses on the principle of "follow-through to the farm" are encouraging the National Association in its effort to spread this sort of gospel throughout the entire industry. And the National further says that it is getting 100 per cent teamwork from agricultural colleges and extension services in carrying out this idea.

The National also pays tribute to the American Feed Mfrs. Ass'n, under the leadership of Walter Berger, in encouraging its members to take advantage of any of the material developed, using it with their own dealers. Many feed manufacturers are doing this, the St. Louis announcement says.

In addition to the Buffalo conference Feb. 6, the National plans conferences at the Albany Hotel, Denver, Feb. 16, and at the New Washington Hotel, Seattle, Feb. 21. The Seattle conference will bring together representatives of four affiliates: Washington State Feed Ass'n, Pacific Northwest Grain Dealers, Oregon Feed Dealers and the California Hay, Grain & Feed Dealers. The Denver conference is part of the annual meeting of the Colorado Ass'n, Feb. 17-18.

Many other subjects are being discussed at the conferences, chief among them being the new wage and hour problems of country elevators, new legislative developments in connection with such measures as the Gwynne Bill to protect firms which have honestly complied with the regulations of the Wage-Hour Administrator, and various aspects of the price support problem in grains.

On the agenda of the western meetings will be numerous regional problems as well, and at Seattle the conference will be divided into grain and feed sessions to expedite the work.

The National Ass'n emphasizes that it is merely "talking shop" in all its series of conferences, getting a frank field appraisal of industry programs for 1947, and learning what priority to give to each of the many projects suggested by its members in various parts of the nation.

Milwaukee's Exchange Has a New Secretary

What is now the Milwaukee Grain Exchange was started in 1849 as the Milwaukee Board of Trade. In 1855 a rival organization, known as the Corn Exchange, was formed and three years later was merged with the Board of Trade under the name of Chamber of Commerce of Milwaukee.

In 1930 a security market was established and one year later the name of the market was changed to Milwaukee Grain & Stock Exchange. After several years trading in securities was discontinued. In 1946 the members decided the name should be changed to show correctly the

business in which the members of the exchange are now engaged, so on Dec. 26 the name was changed to Milwaukee Grain Exchange.

In 1939 James G. O'Brien, who had long been employed by the Exchange, was appointed assistant secretary, and upon the retirement of Harry A. Plumb in April, 1946, was elected secretary. His long experience in handling the work of the secretary's office thoroughly equips him for the position.

Grain Movement

Reports on the movement of grain from farm to country elevator and movement from interior points are always welcome.

Stanton, Neb., Jan. 18.—Grain cars mighty scarce.—Greenslit Lbr. Co.

Fort Worth, Tex.—Grain sorghum receipts, Ft. Worth, for calendar year 1946, 8,144 cars; 1945, 11,814 cars; 1944, 7,423 cars; 1943, 8,626 cars.

Wauneta, Neb., Jan. 31.—Cars for loading out both corn and wheat have been awfully scarce ever since the 1946 harvest. Farmers are worried about getting their 1946 wheat marketed and out of their bins before farming season opens and especially before harvest.—Farmers Co-operative Exchange.

Walla Walla, Wash., Jan. 30.—Latest estimates indicate that less than 15 per cent of the 1946 wheat crop in the Pacific Northwest is still owned by growers. Some warehousemen fear that unless more box cars are made available during the spring they will be unable to make room for the 1947 crop.—Willard N. Crawford, field sec'y.

Ottawa, Ont., Jan. 30.—The following quantities of wheat and coarse grain, in bushels, were delivered from farms in western Canada the week ending Jan. 23: Wheat, except durum, 1,781,238; durum wheat, 15,229; oats, 738,463; barley, 441,978; rye, 23,462; flaxseed, 4,940; since Aug. 1, 1946, as compared with the like period in 1946, shown in parentheses: Wheat, except durum, 237,569,450 (179,116,802); durum, 6,003,442 (3,104,657); oats, 57,517,504 (65,568,488); barley, 45,457,321 (54,421,616); rye, 4,545,277 (2,601,239); flaxseed, 4,771,670 (4,537,704).—Herbert Marshall, Dominion Statistician.

Decatur, Ill., Feb. 1.—Corn moves when the ground is frozen to make it possible to deliver and when box cars are available to transport the grain. The box car supply is far from being adequate and many stations still find it necessary to truck their corn in order to keep it moving. It looks very much as though the car shortage would continue to plague the grain trade for some time to come as the old equipment is wearing out much faster than it is being replaced with new. Corn offerings have been largely absorbed by government purchases, all of which have been for export. Stocks of corn in the U. S. in all positions as of Jan. 1 were reported at 2,237 million bus., the highest ever recorded and 333 million more than last year. Most of this total, 2,166 million bus., was still on farms. Primary markets this crop-year have received 143,674,000 bus. of corn compared with 104,733,000 last year.—Baldwin Elevator Co.

Decatur, Ill., Feb. 1.—Current confusion in market prices for vegetable oil proteins is the most demoralizing experienced by the feed trade in some time. This situation is directly due to meal going into other than normal market channels at the beginning of the season. Invariably, when you have a set-up like that, it comes back in competition at the most unfavorable time. After this "distressed" meal is cleaned up, the market should soon adjust itself to a more normal trading basis. Delay in granting export license for meal shipments to Europe when they were trying to make large commitments did not help matters any. There are still inquiries, but the trouble is we always have to wait until our domestic market is demoralized before we make up our minds to do something. There is a big foreign demand for large quantities of protein meals but now the buyers are naturally going to wait to see how cheap it can be bought, whereas a month ago the meal could have been sold at prices commensurate with its value.—Baldwin Elevator Co.

Board of Trade Centralizes Buying Power

From address by J. O. McCLINTOCK, president Chicago Board of Trade.

Commercial activities thru commodity exchanges are a symbol of a way of life under which this nation has progressively attained its present position as being the wealthiest, strongest and most democratic nation in the world. Accordingly, as we apply ourselves to the specific undertakings of our business life, we should not lose sight of the fact that we are, in reality, promoting a way of life that embraces many of the freedoms that must essentially be preserved, if our democratic form of government is to be sustained. Free markets are completely symbolic to liberty and freedom. It is a fallacy to pretend that free markets can be abolished, and still preserve liberty and freedom.

We have witnessed, in European countries, people surrendering their liberty and freedom to regimentation and dictatorship, by being persuaded, by one method or another, that it was better to have security provided by the state than to have full rights of self-determination. Too soon those people discovered that such a system of government provided them neither liberty, freedom, nor security.

COULD IT HAPPEN HERE?—We hear it said that the tragedies which have been visited upon European peoples could not happen in this country. Such a conclusion is true only to the extent that the expressed will of the people prevents it from becoming so.

If any segment of our society decides to petition our federal government to exercise the authority of law to grant them special consideration, they are pursuing the initial step which will finally lead to their loss of liberty and freedom. It is impossible to receive the benefits of law and, at the same time, escape the authority of law.

WILL FARMER SUBMIT TO BUREAUCRACY?—The question then arises, is it to the best interest of the American farmer to submit to bureaucratic authority, in the hope that prices established directly, or indirectly, by governmental fiat, will prove more advantageous to them, than will an open competitive marketing system, which emphasizes security favorable prices thru broad distribution.

It requires no great understanding of economics to reach the definite conclusion that the possibility of a broad high level distribution of agricultural products is denied under a fixed or partially fixed price system. Quickly, the American farmer must decide whether or not he wishes to trade markets, a high level of distribution, and the right to be his own boss, for fixed prices, regimentation and servitude to bureaucracy.

DISSEMINATING KNOWLEDGE OF MARKETING.—Right here, we should ask ourselves a question: Have we fulfilled our responsibility to the producer of agricultural products, and society as a whole, by acquainting them fully with the advantages of free markets, as expressed thru organized marketing channels, such as the Chicago Board of Trade? Does the producer know that the grain exchange is the medium through which compelling human forces bring supply of commodities and demand for commodities into contact? Does the producer know that the mechanism of the Chicago Board of Trade generates and centralizes competitive buying power from every source known to those skilled in the profession of national and international distribution? Does the farmer realize that futures trading provides a form of insurance which makes it possible for him to sell his product months in advance of its requirement for consumption, and that similarly the consumer can purchase the commodity he requires months in advance of its actual need? Thus the interest of both, the producer and consumer, is accom-

modated. Without the existence of this system of price insurance it would be difficult, and at times actually impossible, to dispose of commodities, or at other times, to acquire commodities, without extreme price concession.

DOES THE FARMER UNDERSTAND the motive of those collective individuals which constitute the membership of an organized grain exchange? We should understand that all normal men possess, in varied degrees, a desire to be self-supporting, to make progress, and be a success. Some select the legal profession, some the medical profession, some the field of industry, some the agricultural field, and some, like ourselves, select the field of marketing and distribution. All efforts, thru whatever avenue undertaken, are for a common purpose, namely, the capture of a reward for services rendered. Those rewards will vary by the degree of competitive intensity existing in the particular field of effort, or by the degree of skill with which the efforts are applied. Accordingly, it is the incentive for personal reward that keeps the mechanism of a commodity exchange functioning.

Does the farmer realize that through this intensely competitive system of distribution the individuals making up the organism of the grain exchange must first perform the essential distribution services required by the producer, in order to gain their own reward? Does the farmer realize that an artificial price system, which amounts to a system of—take it, or leave it—could result in loss of markets to an extent where his production might possibly become useless, except for his own consumptive need.

I submit these questions for you to determine whether or not we have properly informed the farmer, so that he may intelligently choose between an artificial—take it, or leave it—system of marketing, and a system exemplified by organized grain exchanges. Disregarding our own interest in the system of competitive marketing, we are obligated to more diligently convey to the public and public authority the fundamental principles, as well as the social and economic advantages of our marketing system, so that the farmers and all our people may be spared the bitter tragedies experienced in a regimented society.

A BEGINNING IN EDUCATION.—Thru our connection with the National Ass'n of Commodity Exchanges and Allied Trades, we have made a small beginning in the field of educational work. This Ass'n was hindered during the year of 1946 in carrying out its full educational intent by being obliged to engage in a long term effort before the Congress to eliminate price ceiling control of grain.

Last Friday some of us witnessed the exhibition of a moving picture depicting the valuable relation of the New York Stock Exchange with American industry. Personally I believe that a moving picture designed to portray factual information concerning the important activities of the grain exchange and its functions in servicing the needs of both producer and consumer, would be one worthwhile way of putting our case before the public. The picture might well be titled: "FOOD—FROM THE FIELD TO THE TABLE." The possibilities of such action are now under consideration by the National Ass'n of the Commodity Exchanges.

I propose that the sanctity of contract shall be safeguarded at all times. The Chicago Board of Trade is a public market place. It serves the essential need of the producer and consumer. Prime and foremost consideration will be given the interest of producers and consumers in the conduct of our Association. Futures trading is an essential part of our marketing system. Let us conduct it in such manner that emphasizes its usefulness not only in our own business, but emphasize its economic value to producers and consumers as well.

I cannot promise success on these undertakings, but I do promise the effort.

South Dakota Ass'n Re-elects W. J. Jacobs

Meeting at the Alonzo Ward Hotel, Aberdeen, S. D., recently, the Farmers Elevator Ass'n of South Dakota re-elected W. J. Jacobs of Faulkton, S. D., pres. of the Ass'n.

Resolutions were adopted favoring decentralization of controls on shipping cars, improvement of roads and highways in the state and consideration by the legislature of any requests by South Dakota State College at Brookings for funds to promote agricultural research and education.—A. M. M.

Cars Leaking Grain at Chicago Elevators

J. A. Schmitz, Board of Trade weighmaster, reports that during 1946 10,285 cars, or 11.27 per cent of the total number of cars arrived at Chicago elevators leaking grain. Cars having more than one leak brought the total number of leaks up to 11,571.

Leaks over grain door totaled 3,500; at grain door, broken, end of, or bulged, 2,921; at side of car (sheathing or door posts) 1,981; at end of car (end posts, corner posts, and sheathing or drawbar) 471; all other places, 2,698.

Of the 11,571 leaks recorded, 6,421 leaks or about 55 per cent were grain door leaks, and 5,150 or about 45 per cent were car box leaks.

AMERICAN Corn Millers Federation will hold its annual meeting May 5 at the Continental Hotel, Chicago.

THE ASSOCIATED Press index of 35 wholesale commodities showed the greatest aggregate drop in the last two weeks of any like period since before 1935, with one exception.

COMMUNISTS in the Tennessee Valley Authority are charged by Senator McKellar with unfair competition with private industry in the manufacture and sale of fertilizer. TVA in 1946 distributed fertilizer worth \$11,704,533, but for which it received only \$9,609,960 from sales to co-operatives. The cost of the materials alone was \$10,450,311.

Death of Sidney Smith

Sidney T. Smith, 68, for many years pres. of the Reliance Grain Co., died Jan. 31 after a brief illness.

He was twice president of the Winnipeg Grain Exchange.

He was born at London, Ont., and going to Winnipeg in 1902 became a junior partner in G. B. Murphy & Co., the firm of Smith, Murphy & Co. being formed seven years later in the export trade, with W. A. Murphy as a member.



S. T. Smith, Winnipeg, Man., Deceased

Grain and Feed Trade News

Reports of new elevators, feed mills, improvements; changes in firms; fires, casualties, accidents and deaths are solicited.

ARKANSAS

Arkadelphia, Ark.—W. D. Tobey has moved his wholesale feed and flour store to offices and warehouse formerly occupied by the Arkadelphia Milling Co.—L. D. B.

Stuttgart, Ark.—Burglars on Jan. 8 forced an entry into the Rice Belt Feed Store and attempted to break into the company's safe. They knocked off the combination dial and one of the two handles of the safe but were unable to open it.—P. J. P.

West Amity, Ark.—The Caddo River Co-operative Ass'n has been incorporated and will engage in the production, processing and marketing of agricultural products. Its capital stock was listed at 500 shares of common stock at \$25 and 1,125 shares of preferred stock at \$100. The incorporators are Robert Geers, J. R. Holcomb, J. E. Glover, Walter Dorsey, Ross Lambert, George Lambert, Arlington Wagoner and Voss Cates.—P. J. P.

CALIFORNIA

San Francisco, Cal.—A. H. Hankerson, veteran grain man and recently retired manager of the San Francisco Grain Exchange, has been elected an honorary life member of the Grain & Feed Dealers National Ass'n.

CANADA

St. John N. B.—George S. Dunham died unexpectedly Jan. 12. For many years he had been superintendent of the Canadian National grain elevator on the east side of the St. John harbor front. He had served in the first world war with the Canadian army and had lost a leg. Four months ago he fell, breaking his remaining leg. A heart condition provided an unexpected complication.—Wm. McN.

Winnipeg, Man.—A. W. Sellers, recently appointed a vice-pres. of Federal Grain Co., has been named to the board of directors. Others named to the board were H. E. Sellers, pres. of the company; J. H. Symington, A. W. Williamson, V. W. Tyron, vice-pres. of the company; H. E. Swift, T. H. Rathjen, treas.; H. C. McGregor, vice-pres., and H. W. Webster. A. R. Strachan is sec'y of the company.

Fort William, Ont.—Effective Jan. 1, elevator charges here were increased by $\frac{1}{8}$ c bu. At the same time storage charges at Bay port elevators were increased from 1/45c bu. per day to 1/30c and the free time after unload of a boat reduced from 15 days to 10 days. This is a small increase in the elevator charges here but the carrying charges at Bay ports will be about $\frac{1}{3}$ more, due to increase in storage and reduction in free time.

Ottawa, Ont.—Licensed grain storage capacity in Canada on Dec. 1, 1946, totaled 495,000,000 bus. as compared with 567,000,000 bus. a year earlier. With the exception of storage facilities at the Maritime Ports, some reduction in licensed capacity occurred in all positions. The greatest reductions took place in western country elevators and at the Lakehead, where storage capacity declined by 19,000,000 and 39,000,000 bus., respectively, according to the Dominion Bureau of Statistics.

COLORADO

Arriba, Colo.—The Snell Grain Co. is constructing a 125,000-bu. concrete elevator here. It is a 4-bin terminal type structure.—P. J. P.

Denver, Colo.—Vic Touslee has been appointed manager of the Denver Elevators Division of the Colorado Milling & Elevtr. Co., succeeding Willis Richardson, who resigned.

Denver, Colo.—A suit for \$12,000 in portal-to-portal pay from Omar, Inc., flour milling firm, has been filed in the United States District Court here in behalf of 31 employees of the firm.—P. J. P.

ILLINOIS

Gibson City, Ill.—R. D. Smilie is new manager of the Farmers Grain Co.'s elevator.

Armington, Ill.—The E. F. Verry & Sons elevator has been given a new coat of paint.

Armington, Ill.—The Hittle Grain Co. recently installed a new truck scale and improved its office building.

Sheridan, Ill.—The Carter Grain & Lumber Co. is razing its large red grain elevator along the Burlington railroad tracks.

Witt, Ill.—Earl Zimmer is planning the installation of a standard non-slip heavy duty V-drive on his hammer mill in his elevator.—H. H. H.

Ashmore, Ill.—C. R. Acord of Kansas, Ill., has sold his elevator here to Roy Meese of Ashmore, who will operate as the Meese Grain Co.—J. R. McC.

Boody, Ill.—William G. Cottle, manager of the Ragar Elevator in Boody, and Mrs. Dorothy La Verne Oakley of Faries, Ill., were married Jan. 12.—P. J. P.

Buckley, Ill.—We recently added a 23,000-bu. concrete grain storage bin to our elevator. J. E. Reeser & Son had the contract.—Buckley Farmers Grain Co.

Mount Prospect, Ill.—Arthur O. Pape and Irwin and Arthur Guenther have formed the Pape & Guenther firm, to sell and distribute hay, straw and grain.

Ridgeway, Ill.—A new approved type cob burner built according to specifications of the Millers National Ins. Co. is doing an excellent job of cob disposal.—H. H. H.

Milford, Ill.—George Bramer, 81, who came here 14 years ago after retiring as general manager of Corn Products Co. of Granite City, Ill., died Jan. 11 at Watseka, Ill.—P. J. P.

Anna, Ill.—New modern, totally enclosed dust tight electrical equipment is being installed in the plant of Carl Wiedlocher, replacing the antiquated open type equipment.—H. H. H.

Galesburg, Ill.—The plant of the Frank W. Schafer feed firm which burned recently, will be rebuilt, but definite plans must await available material and machinery, Mr. Schafer stated.

Addieville, Ill.—J. K. Gaebe, a partner in the Addieville Milling Co., was elected president of the First National Bank in Nashville, succeeding his brother, the late Ben Gaebe.—P. J. P.

Mulberry Grove, Ill.—The board of directors of the Farmers Equity Elevator voted to improve the electric installation and also correct the heavy dusting of hammer mill dust collector.—H. H. H.

Saunemin, Ill.—M. B. Speece, manager of the Saunemin Elevtr. Co., whose holdings were sold to the newly organized Livingston Grain & Supply Co., a co-operative, will be retained by the new organization.

Clinton, Ill.—The directors of the Dewitt County Co-operative Grain Co., at its annual dinner here Jan. 21, declared a fifty per cent stock dividend. Paul Johnson of Urbana was the chief speaker.—P. J. P.

Alto Pass, Ill.—The Chapman Farm & Orchard Supply Co., which among other things handles feeds and grain, is engaged at present in an extensive remodeling and modernizing project of its building.—P. J. P.

East St. Louis, Ill.—Gilton Roberts and Richard Mabry of the 25-Year-Club of the Certain-teed Products Corp., were presented with watches during a dinner meeting here Jan. 21 for faithful service to the company.—P. J. P.

Claytonville, Ill.—Louis H. Hasselbring, 59, manager of the Farmers Grain & Coal Co. for the past 20 years, died recently following a short illness. Lester Kogler, stepson of the deceased, has been appointed to fill the vacancy.

Melvin, Ill.—The Ford County Grain Co-operative has been formed, with its office here. Co-operative elevators will be acquired or built in locations so that all Ford County farmers will have the services of the co-operative.

Elliott, Ill.—Directors of the recently organized Elliott Farmers Grain Co. voted to sell \$25,000 worth of class A stock to draw 5 per cent interest. Plans for the new elevator are not completed. The old grain elevator company operated here for about 50 years was dissolved a few years ago and the building moved.—P. J. P.

Noble, Ill.—Darrell E. Davison of Noble has purchased the Noble Milling Co. from the Shultz Milling Co. of Olney and has taken charge of the business, planning on a special opening soon. The milling company, formerly known as the Sonner Milling Co., has been owned by the Shultz Milling Co. for several years.—P. J. P.

Grayville, Ill.—Claude Collins, manager of the Wabash Valley Service Co., announced at the annual meeting at Shawneetown that the patronage refunds for 1946 amounted to \$79,309, the largest in the history of the organization, part of which was for the feed and plant foods department. The net sales during the year amounted to \$715,569.—P. J. P.

Benson, Ill.—The Farmers Co-op. Grain Ass'n recently issued checks for an extra 10c per bushel on all 1946 soybeans sold it at the O.P.A. ceiling price of \$2.31 per bushel. C. S. Reeser, manager, stated that the association felt keenly the loss many farmers sustained by selling before the government took off the ceiling, but it was caught unawares, as were all other elevators.

Paris, Ill.—Norman W. Callow, for the last five years manager of the Illinois Cereal Mills and who recently was elected president of the Paris Chamber of Commerce, relinquished both positions Feb. 1 to become president and general manager of the Mt. Vernon Corn Milling Co. at Mt. Vernon, Ind. The Mt. Vernon property was acquired recently by Jeffrey R. Short of Chicago.—P. J. P.

Farmer City, Ill.—The Farmer City Volunteer firemen were presented with a check of \$350 by Ray McCord, partner in the firm of Gring & McCord, at their annual dinner on Jan. 14, in appreciation of the assistance given in the two recent fires at the Gring & McCord elevator. The firemen recently received a check from the firm for \$250 for their splendid work at the time of the elevator fire.—P. J. P.

Bristol, Ill.—G. H. Valentine of the Bristol Grain & Seed Co. announced extensive modifications being made to the buildings formerly occupied by the Bristol Grain & Supply Co. In addition to carrying on the business of a regular country elevator the new company will be engaged in the farm seed business. New seed cleaning equipment is being installed in the elevator. In addition to processing its own seeds the organization will do custom seed cleaning and treat seed and grains for farmers of the community. A portion of the lumber shed has been remodeled to provide a larger office and seed laboratory. The old office in the elevator building will be maintained only as a weighing room.

Wrights, Ill.—The new general office of the Valley Farms Co., a modern combination office building and warehouse, has just been completed. The local Farmers Elevator purchased by the Valley Farms several months ago, and the new office and warehouse building is adjacent to the elevator. The elevator has been completely modernized with new type electric lift, special corn handling equipment, and the newest type of 50-ton Fairbanks Scale which has been installed with 45-foot concrete deck.—P. J. P.

Pauline (St. Joseph p. o.), Ill.—Motion for a new trial for Wm. D. Clower, 49, Decatur, convicted on a charge of burglarizing the local grain elevator of 50 bus. of corn last Apr. 12, was overruled, but a motion for probation for a period of two years was allowed. As a condition of probation, Clower will serve three months at the state penal farm at Vandalia. He has been held in county jail since his arrest almost nine months ago awaiting trial and subsequent action on the new trial motion. Similar charges are pending against Clower in Shelby and Montgomery Counties.

Decatur, Ill.—Walter Koshinski, millwright, most seriously burned of four men who were injured in the explosion at the A. E. Staley Mfg. Co.'s Elevator A Oct. 2 in which Neil Young lost his life, has so far recovered that he is able to make weekly visits at the plant hospital for check-up. However, it will be some time before he is back on the job. His burns were so severe that for two weeks it was thought he would not survive. Clifton Taylor, another burned, has returned to work, while Chas. Bruner and Creed Jackson are making rapid recovery and expected to resume their duties at the plant soon.

Emden, Ill.—The 27th annual meeting of the stockholders of the Emden Farmers Grain Co. was held the evening of Jan. 27th at the Community House, with 118 present. A delicious turkey dinner was served by the Lutheran Ladies' Aid followed by a program and business session. The Rev. J. Detjen gave the invocation following an opening song by the group. Special music was furnished by the Six Foot Four Barbershop Quartette of Peoria, and the principal speaker was Harry B. Roethe, assistant director of the agricultural research department in Peoria. The company had its largest year since it was organized in 1919. A patronage dividend of 3c per bushel on all small grain delivered, and a dividend of 8 per cent on stock was paid. Sales of grain during 1946 totaled 624,367 bus., including 443,726 bus. of corn; 100,162 bus. oats; 1,461 bus. wheat and 79,018 bus. beans.—Edward B. Jeckel, mgr.

Serena, Ill.—The Co-op. Grain & Supply Co., which built a \$25,000 building and obtained Gordon Fox as new manager this year, will expand its operations into the production of service brand feed. The new building will be utilized as a feed mill and warehouse, manufacturing feed to start in the late spring.

Springfield, Ill.—The grain merchandising department of Pillsbury Mills, Inc., held a meeting at the Leland Hotel on Jan. 21 and 22, attended by Allan Moore, Edmund P. Pillsbury, Shuman Buck of the Minneapolis office; Glen Watkins and James Lynch of the Chicago office; Charles Teitsworth from Lima, O.; Glen Worseldine from Fort Dodge, Ia.; George Balentine from Worthington, Minn.; Walter Sikema from Clinton, Ia.; Bill Fernandez and Ed Palmen of the Springfield office. Grain problems were discussed and plans were made for increased activities during the next six months.

CHICAGO NOTES

The directors of the Board of Trade fixed the rate of interest for the month of January, 1947, under the provisions of Rule 352, at 4 per cent.

Directors of the Board of Trade on Jan. 21 authorized the opening of trade in the September, 1947, wheat and corn futures contracts, effective Jan. 24, 1947.

Robert C. Bacon, with E. R. Bacon & Co., and Chas. C. Davis, vice-pres. of the Davis Elvtr. Co., Denhart, Ia., has been elected to membership in the Board of Trade.

The suit by Robert W. Buckley to prevent the directors of the Board of Trade from repealing certain regulations adopted May 12 has been dismissed by agreement of both parties.

The financial condition of the Board of Trade at the end of 1946 was better than for many years past. Net excess of receipts over expenditures for the year ended Dec. 31 was \$36,802.76.

The Weighing and Custodian departments of the Board of Trade made the following report for the year 1946: Total cars weighed, 166,714; total grain weighed to and from boats, 37,952,330 bus. and compared with 49,219,572 bus. in 1945; 7,413 trucks weighed in 1946 as compared with 1,685 trucks in 1945.—J. A. Schmitz, Weightmaster and Custodian.

Appointments of all standing committees of the Board of Trade have been announced by J. O. McClintock, president. Personnel of the Grain Com'ite is: Lee H. Wagner, chairman; John R. Murray, Geo. W. Altorfer, J. E. Skidmore, Wm. H. McDonald, L. D. Godfrey, Henry F. Harvey, Wm. Enke, Jr., A. A. Meyer, C. D. Olsen, E. J. Feehery, Jr.; of the Warehouse Com'ite: J. E. Skidmore, chairman, Lee H. Wagner, A. C. Fischer, Wm. Enke, Jr., Wallace Templeton; C. E. Bostrom is chairman of the Business Conduct Com'ite; G. W. Altorfer, chairman, Weighing and Custodian.

INDIANA

Chandler, Ind.—Lester Heim is operating a feed store in the Farmers Feed Mill elevator.—H. H. H.

Bicknell, Ind.—The Johnson Feed & Supply Co. of Linton, has purchased the Chas. E. Robinson building here and will remodel it into a mill-owned feed store.

Shideler (Eaton R.F.D. 1), Ind.—The Farmers Co-operative Co. has erected two large corn cribs; all metal construction.—A. E. L.

Mishawaka, Ind.—T. R. Powell bought out the interest of R. M. Schutz in the North Side Feed Store and is now sole owner.—A. E. L.

Red Key, Ind.—Pete Willman purchased the Wert Warner Grain & Coal property and will operate under the firm name of Willman & Son. Lewis McVey was former owner of this location.

Hatfield, Ind.—Wm. McKinney, 76, retired grain dealer, died at his home after short illness. Mr. McKinney formerly was manager of the Cadick Mfg. Co.'s local elevator.—H. H. H.

Decatur, Ind.—Jack Holthouse has purchased the interest of Harold W. Grant in the Cash Coal, Feed & Supply. He will be associated with his father, L. A. Holthouse, in operation of the business.

Boonville, Ind.—Bennie Heilman, 54, died Dec. 28 in an Evansville hospital after a prolonged illness. For over 22 years Mr. Heilman was employed by various farm feed establishments in Warrick County.—W. B. C.

New Madison, Ind.—Chas. Kimmel was re-appointed manager of the New Madison Grain Co. at the recent annual meeting. An expansion program was agreed by stockholders that called for an expenditure of \$15,000 to \$30,000.

Summitville, Ind.—Alterations have been completed at the Hinshaw Grain Co.'s north elevator. The cupola and grinding room have been raised; a new 60 h.p. hammer mill installed, and complete new power wiring are among the improvements.—A. E. L.

Westfield, Ind.—Dalton Chance, 66, who for several years was a state grain inspector, died in the Robert Long hospital, Indianapolis, on Jan. 16 of injuries suffered the day before when he was struck down by an automobile as he was walking in the highway on his way home from Noblesville.—W. B. C.

Walton, Ind.—Jack Sprinkle, 12, and Lysle Junior Graves, 11, admitted that they put a 175-lb. roll of fence wire, an iron fence pole and a wood pole on the Pennsylvania railroad tracks, causing the wreck of the Chicago bound train Jan. 27 that killed 6 persons, injured 23 others, and sent a car of the train crashing into the Farmers Elevator, badly damaging the grain house.

Fort Wayne, Ind.—Ezra Stoller, Woodburn, was re-elected president of the Northeastern Indiana Hay & Grain Dealers Ass'n at the recent annual meeting at the Chamber of Commerce. Adam Egly, Geneva, was named vice-pres.; A. E. Leif, Fort Wayne, was re-elected sec'y. Approximately 120 members and their wives attended the meeting. The Greenville, O., Kiwanis Quartette sang several selections.

Indianapolis, Ind.—An Indiana Legislative Directory for 1947, 85th General Session, has been issued by Fred K. Sale, sec'y of Indiana Grain & Feed Dealers Ass'n with compliments of the Association, which will prove of great value to all its members. An easy reference for the name of any legislator when occasion arises that he be contacted on some issue or pending legislation, every grain and feed man should keep it in a safe and handy place, ready for use when needed.

IOWA

Deloit, Ia.—Robert Anderson bought the elevator and yards here and is open for business.

Conrad, Ia.—Lester Christian of Dallas Center is new manager of the Farmers Grain Co.'s elevator.

Wellsburg, Ia.—A new corn drier has been constructed and is in operation at the Potgeter Grain Co.'s elevator.

Belmond, Ia.—General Mills' soybean plant has under construction an office building, one story, of brick and building glass.—A. G. T.



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SIOUX FALLS, S. D.

Kanawha, Ia.—A new corn drier has been installed at the Farmers Elevator.

Des Moines, Ia.—Art Torkelson has been pinch hitting at the Des Moines office of Lamson Bros. & Co., so is not making his regular calls on the Iowa trade.

Graettinger, Ia.—The Farmers Grain Co. will change to a co-operative grain company. The present company will be liquidated and a new corporation take its place.

Waterloo, Ia.—Frank D. Carter, who resigned as ass't manager of Nutrena Mills, Inc., Sioux City plant, is new district sales manager for the Geerlings Feed Mills. He will handle sales and distribution in central Iowa.—A. G. T.

Des Moines, Ia.—Members of the Western Grain & Feed Ass'n are urged to contact their senators and representatives at every opportunity in support of the new grain tax bill that the association is proposing to the incoming legislature.

Lundgren (Fort Dodge p. o.), Ia.—Frank E. Norstrum, 68, of the Norstrum & Carlson elevator, died Jan. 17 at his home in Dayton. He had been in the grain business at Burnside, Ia., for about 40 years.—Art Torkelson with Lamson Bros. & Co.

Clarinda, Ia.—The Rickel Grain Co. of Kansas City, who announced plans in June, 1946, to build an elevator here, has received authorization of the project from C.P.A. The company plans to build a 20,000-bu. structure and engage in buying and selling commercial feeds.

Oskaloosa, Ia.—H. J. Sedrel of the Sedrel Feed & Produce Co. painfully injured his left hand recently when, while loading some 100 lb. sacks of corn for a customer, a stack of six of the sacks of feed toppled and knocked him backward. He struck his hand on a piece of iron, bursting open the flesh of the palm. Several stitches were required to close the wound.

Des Moines, Ia.—O. N. LaFollette of Indianola has been appointed supervisor of feed, seed and fertilizer inspection in the state department of agriculture. LaFollette has served as executive sec'y of the Feed Institute of Iowa for the past two and a half years. Previously, he was a feed, seed and fertilizer inspector for the state department of agriculture for five and a half years.—P. J. P.

KANSAS

Abbeyville, Kan.—The Midwest Grain Co.'s elevator was damaged by fire Dec. 28.

Pratt, Kan.—Fire destroyed a motor on the top floor of the Pratt Equity Elevator recently.—G. M. H.

Freeport, Kan.—C. A. Schmidt, 88, in the grain business here for 50 years, died at his home Jan. 21. Mr. Schmidt moved to Freeport from Quincy, Ill., 63 years ago.—G. M. H.

Norton, Kan.—J. L. Bieber, owner and operator of the Norton Feed Mill, was married Jan. 11 to Miss K. Elizabeth Blaylock, daughter of Mr. and Mrs. R. K. Blaylock of Norton.—G. M. H.

Hunter, Kan.—N. H. Crandall has taken over as manager of the E. C. Wyatt Grain Co., succeeding A. A. Schneider, who resigned. There will be some remodeling of the elevator and feed plant this spring.

Holton, Kan.—J. O. East, who has been manager of the Farmers Co-operative store, recently accepted a traveling position with the Topeka Milling Co. His territory will be the eastern half of Kansas. He will continue to make Holton his headquarters.—G. M. H.

Athol, Kan.—Oscar E. Rice, who has conducted the business of the Athol Elevator for thirty years, left recently for a vacation in Florida and has leased the grain business for a year to Verlin Shively, war veteran. Shively was employed at the elevator before he joined the armed forces and returned to work there after he came back from foreign service.—G. M. H.

Leavenworth, Kan.—New motors have been installed at the J. C. Lysle Milling Co.'s plant, replacing steam power.

Wichita, Kan.—The G. & O. Alfalfa Mill at Fifty-third and Broadway was destroyed by fire Jan. 30. An explosion of undetermined origin caused the flames which consumed approximately 50 bales of alfalfa, ruined a jeep and wrecked the sheet metal building. The loss was estimated at \$5,600. The mill is owned by Reece Miller, formerly of Wichita, who recently moved to Oklahoma City. The flames were fanned by a 30-mile gale and quickly destroyed the building, but alfalfa burned for hours. Much valuable equipment was destroyed.—G. M. H.

Moundridge, Kan.—A three-story addition to the Moundridge Milling Co. under construction here will house laboratory research offices, sales research department, sales promotion and mailing quarters. The new building, 26 x 30 ft. in size, will be situated between the present offices and the new warehouse. The first floor, about half of which will be located underground, will be used for the mailing department. Center floor will house the sales research department where various new products to be processed by the mill will be handled. Research laboratories will be on the top floor.—G. M. H.

Rozel, Kan.—Percy Boyer, 30, an employee of the Co-operative Elevator, was fatally injured Jan. 13, when he fell down the elevator shaft. He was working alone at the top of the elevator and lost his balance, plummeting 50 ft. to the bottom of the shaft, where he was found, unconscious, by Cody Umberger when he brought a load of wheat to the elevator. Boyer died without regaining consciousness. Percy Boyer came to Rozel a year ago after his discharge from the army service and had worked for the grain company since October. He is survived by his widow.—G. M. H.

Walkinghood (Towner, Colo., p. o.), Kan.—The Walkinghood Grain, Inc., newly organized firm, is building a 100,000-bu. grain elevator here, along the Missouri Pacific railroad and four miles east of the Kansas-Colorado line. Aaron Sell of Stafford is president of the new corporation, which is capitalized at \$100,000. C. F. Gibson, Hutchinson, is sec'y-treas. Other members are H. C. Wear, Brandon, Colo., George Coupland, Tribune, Kan., and Herbert J. Barr, Leoti, Kan. Sampson Const. Co. has the contract. Pits have been dug and construction will be rushed so the elevator will be ready for the 1947 crop.—I. D. A.

Salina, Kan.—H. P. Lorenz recently was appointed manager of the grain department of the Shellabarger Milling Co., succeeding T. O. Mee, who has been transferred by the firm to the International Milling Co. at Minneapolis, Minn. He formerly was manager of the mill's office in Hutchinson. The new grain manager is the younger brother of a well-known Salina grainman, David Lorenz, who at one time was connected with the Shellabarger Co.—G. M. H.

Wichita, Kan.—Glenn Armstrong, traffic manager of General Mills, Inc.'s Red Star mill, was elected president of the General Mills Men's Club of Wichita at a recent dinner meeting at the Allis Hotel. More than 175 employees of the mill and the grain and sales office were guests of the company as the club drafted organization to promote and maintain a better personal acquaintance between men of Wichita-General Mills.—G. M. H.

Atchison, Kan.—The Blair Milling Co. recently granted a fellowship of \$500 to the Kansas State College department of milling industry at Manhattan. The grant will be used to finance research by a graduate student in the field of prepared flour mixes. E. B. Hackney, president of the local firm, said that he became interested in the department at the college after making a trip through its facilities. His son, Blair, Jr., is now attending the school.—G. M. H.

Hutchinson, Kan.—Where land is cleared on a six-acre plot in preparation of the planting of corn next spring, once stood 198 bins for use in the grain storage project long used by the U. S. Bureau of Entomology and Plant Quarantine for studies on wheat storage. The bin-site was three-fourths of a mile west of Hutchinson. The corn which will be planted on the site next spring will be used by the bureau for research of the corn borer problem. H. H. Walkden, chief entomologist, and his assistants are continuing to devote some time to compiling data on their storage research during the past years. If wheat is to be stored for a period of one year or less, one fumigation in September is satisfactory. Insects which destroy grain generally do not reproduce unless the temperature inside a bin goes over 70 degrees. Mr. Walkden plans to continue grain storage experiments in bins on private farms. This year, he will combine fumigation and spraying of bin walls with DDD, a cousin of DDT. In addition he'll try out a new chemical mixture in an effort to develop an insect-proof envelope around wheat stored in bins.—G. M. H.




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KENTUCKY

Ashland, Ky.—The Hale Feed & Produce Co. has been purchased by E. Steenbergen & Sons of the Steenbergen Turkey Farms, Ironton. The business has been operated here for the past 18 years by the Hatcher Produce Co. The new owners will remodel the building and operate the business as the Farmers Feed & Produce Co.

MICHIGAN

Fowlerville, Mich.—Chas. Craig, owner and operator of the Craig Elevator at Webberville, has purchased the O. B. Hall feed mill that has been operated by Orla Hall since 1933. Kenneth A. Tannar of Williamston will manage the local business, to be known as the Craig Elvtr. Co.

Climax, Mich.—Fire at the Little Bros. Elevator recently was extinguished before it had gained serious proportions. Sparks from a hot belt which was slipping on one of the motors started the fire in some grain. Workers using equipment at hand had the blaze under control before arrival of the fire department.

Nashville, Mich.—Earl D. Olmstead, manager of the Nashville Co-op. Elvtr. Ass'n the past 18 years, has been chosen to serve on the board of directors of the Michigan Elvtr. Exchange of Lansing. He was elected to serve the unexpired term of the late Howell Sandford, and will serve until the annual meeting in 1949. The Michigan Elvtr. Ass'n has 117 members.

MINNESOTA

Duluth, Minn.—Geo. F. Foster, veteran grain man, has retired after 27 years service in the Duluth Board of Trade Clearing House.

Medford, Minn.—Clayton Wolf, 50, operator of a local feed mill, died in the Owatonna city hospital Dec. 30 from a self-inflicted gun wound suffered at his home earlier in the day. Mr. Wolf was despondent over illness.

Duluth, Minn.—The following list of candidates for offices to be filled at the annual election Jan. 27 of the Duluth Board of Trade was submitted by the nominating com'tee: Pres., H. B. Stoker; vice-pres., H. W. Wilson; directors, K. S. Bagley, Geo. Barnum and C. C. Blair; board of arbitration, M. C. Rheinberger, M. P. McGraw; board of appeals, E. H. Schumacher, G. C. Wilson, R. W. Bolton, W. F. Starkey and C. E. Fuller, Jr.

Avon, Minn.—Frank Schmid, 82, and his wife, Gertrude, 77, were killed instantly when the automobile in which they were riding was struck by a Great Northern passenger train here. Mr. Schmid was president of The Schmid Co., Inc., at the time of his death. He had been a grain elevator operator here for many years; had been president of the Avon State Bank and had been mayor for 25 years. He had lived here since 1899. Surviving are nine sons and two daughters.

MINNEAPOLIS NOTES

A contract has been let by the Archer-Daniels-Midland Co. for an addition to its bagging and grinding building at 2100 48th Ave. S.

T. O. Moe has been appointed buyer for International Milling Co. on the Minneapolis Grain Exchange to succeed V. A. Davis, who resigned. Mr. Moe has had long experience in the Minneapolis, Chicago, Kansas City and Omaha markets. He formerly was with the Shellabarger Mills.

Julius Hendel, vice-pres. of Cargill, Inc., sailed from New York Jan. 24 on the S. S. Mormacland for a two months' trip to Argentina. The trip will combine business and pleasure. Mrs. Hendel accompanied him.

The Zenith Co., Inc., has been organized, to own and operate milling and manufacturing plants for the manufacture of feed and to mill and process grains. Incorporators: D. B. Rumble, R. J. Leonard and Edgar G. Vaughan, all of St. Paul.

MISSOURI

Vienna, Mo.—Owen Redel, war veteran, has opened a local feed store.—P. J. P.

St. Louis, Mo.—We have moved to new and larger quarters at 626 North Spring.—Oyster-Shell Products Corp.

Fayette, Mo.—The Fayette Co-operative Mill & Elevator Co. at its annual meeting here Jan. 21 declared a six per cent dividend.—P. J. P.

Jefferson City, Mo.—A sub-com'tee on seeds and grain in the Missouri Legislature for this session is headed by W. A. Pape of Zalma.—P. J. P.

Adrian, Mo.—Chester A. Moudy, 63, associated for many years with the Moudy Grain Co., and a lifetime resident of Adrian, died recently.—P. J. P.

Wentzville, Mo.—William M. Oney has been appointed local business manager of the MFA Co-operative Ass'n, succeeding Urban Mueller who resigned.—P. J. P.

Potosi, Mo.—The Potosi Mill & Elevator Co., which has been in operation here for many years, has been sold by the shareholders to several local business men.—P. J. P.

Rockport, Mo.—The Bentley Grain Co., with elevators at Watson, Langdon, Nishnabotna and Corning, Mo., has established a main office here with Dan Wiles in charge. Irvin Beasing is in charge of the Corning and Nishnabotna elevators.—P. E. B.

Hannibal, Mo.—A. G. Henderson has filed suit for \$5,220 damages for personal injuries and damage to his automobile against the Hannibal Milling Co. in connection with an accident on a Hannibal street in November, when a truck of the milling company collided with the automobile of Henderson.—P. J. P.

Sikeston, Mo.—A fire that started in the drying department of the Scott County Milling Co. plant the night of Jan. 22 resulted in damage estimated at \$25,000. The loss was covered by insurance. Lee Bowman, manager, said 2,500 bus. of grain were ruined in addition to the loss of the drier building.—P. J. P.

Saint Joseph, Mo.—Among regular and special com'tees for 1947 appointed by the Saint Joseph Grain Exchange H. C. Van Houten was named chairman of the Arbitration, with M. U. Norton and F. A. Wilkins, members; C. D. Kieber, chairman of the Terminal Whs. & Elevator com'tee, with G. F. Hilts, W. G. Catron, Jr., B. O. Cottier and Fred Nuzum, members.

KANSAS CITY NOTES

The Society of Grain Elevator Superintendents is planning to hold its annual convention here May 15, 16 and 17, Dean M. Clark, sec'y, announced.

At the recent annual election of officers of the Kansas City Feed Club E. A. Hogan was chosen president; Martin W. Newell, vice-pres.; Lloyd Selders, sec'y; John Blowers, treas.; M. M. McClelland and Mr. Keal were added to the executive com'tee.

Wayne A. Forcade, who recently resigned from Goffe & Carkener, Inc., joined the Kansas Elvtr. Co., where he will be associated with its grain and feed merchandising department. Mr. Forcade has been in the grain business for about 15 years. He served in the armed forces and was discharged with the rank of captain.

NEBRASKA

York, Neb.—Douglas Jörn of Oberlin, Kan., is new manager of the York Milling & Elvtr. Co.

Wauneta, Neb.—Krotter, Fitzgerald & Stewart recently installed a Fairbanks 40-ton Truck Scale with 45 ft. deck.

Bloomfield, Neb.—Wayne Rose has succeeded L. S. Haroldson as manager of the Farmers Union Elevator.

Syracuse, Neb.—Ervin Gellerman was rehired as manager of the Farmers Elvtr. Co.'s elevator at the recent annual meeting.

Hartington, Neb.—The Becker Elevator was purchased by Holmquist Grain & Lumber Co., effective Nov. 1, 1946.—A. G. T.

Omaha, Neb.—Alvin E. Johnson, 53, treasurer of Farm Crops Processing Corp. and pres. of Livestock National Bank, died Dec. 31.

Imperial, Neb.—The Farmers Co-op. Equity Exchange has recovered its 60,000-bu. laminated timber constructed elevator with metal siding. The elevator was built in 1945.

Red Cloud, Neb.—The Red Cloud Grain Co. has opened the Red Cloud Feed Store, under the direction of Dwight Gurey. Free coffee and doughnuts were served on opening day.

Oakdale, Neb.—W. W. Randle has taken an extended leave of absence as manager of the Oakdale Elvtr. & Milling Co. and Chester Olin has succeeded him as manager of the elevator.

Bruno, Neb.—Wilfred Kozisek has succeeded A. C. Tomek as manager of the Farmers Grain & Livestock Co.'s elevator. Mr. Tomek retired from the position which he had held since the company's organization in 1911.

Bancroft, Neb.—George P. Diedrichsen, Inc., has been incorporated to carry on a grain and feed business. Capital stock, \$100,000; incorporators, Geo. P. Diedrichsen of Bancroft and Milton R. Abrahams of Omaha.

Stanton, Neb.—A new corn drier has been constructed and equipment installed at the Greenslit Lumber Co.'s grain elevator. It will have a handling capacity of about 100 bus. of corn per hour, Mr. Greenslit stated.

Clarkson, Neb.—The Clarkson Milling & Grain Co. has been organized; incorporators, John Wagner, Kermit Wagner, Walter Wragge and Wm. H. Kaspar. Mr. Kaspar, of Schuyler, will be manager of the new business, which will manufacture flour, cereals and other related products. New equipment will be installed in the present plant for processing of all grains. It is hoped to have the plant in operation soon.

Fairmont, Neb.—The Harrington concern has a 50,000-bu. grain elevator nearing completion just north of its headquarters, on the Burlington right-of-way. The main building is 40 x 40 ft., with a drive-in on the south side 28 x 14 ft., where the grain dumps are located. The elevator is 65 ft. high. The entire building is sheeted on the outside and covered with aluminum weather proofing. The plant will be electrically operated. A 50-ton scale has been installed for use in connection with the elevator.

Omaha, Neb.—Jesse Edward Spears, 65, of Council Bluffs, employed as a watchman at the Omaha Elvtr. Co. elevator, was fatally injured recently about 2 a. m. when he fell three floors down a man lift shaft at the elevator. His body was found on the second floor by Oscar O'Dell, heat controlman, who was working on the third floor at the time, heard a noise and went to investigate. Spear fell from the fifth floor while riding the man-lift. His body struck the concrete edge of each floor as he fell a distance of about 90 ft.

KEN CLARK GRAIN CO.

ST. JOSEPH, MO.

CONSIGNMENTS

SERVICE

GRAIN MERCHANTS

SATISFACTION

Superior, Neb.—Temporary officers were elected at a recent meeting held to organize a Farmers Union Elvtr. Co. here, Oswin Keifer named temporary chairman and Clarence Charing, temporary sec'y. An elevator will be built, a com'tee having been appointed to investigate the matters of site, finances, etc., and report at the meeting to be held Jan. 28.

Crete, Neb.—Six charges of arson have been filed against Charlie Sedlacek, 43, of Crete, in connection with the \$60,000 Crete Mills fire on Nov. 18, 1946. He was arrested by deputy State Fire Marshal Frank Baldwin and other officers Jan. 13. The charges carry penalties ranging from one to 20 years. Sedlacek was identified as a former Nebraska penitentiary inmate, who had served a year for burglary in Lancaster County about 10 years ago. He also had been named in a burglary complaint filed in Wilbur following the burglary of the Crete Mills several weeks prior to the fire.

Seward, Neb.—The Engler Mill & Elevator, owned and operated by F. A. Engler and his son, Willard, since 1936, has been sold to the Hart-Bartlett-Sturtevant Grain Co. of Kansas City, Mo., who has taken possession of the business. Walter Zillig and Willard Beck are the local managers. The local mill will continue to produce flour and feed. F. G. Bienhoff is general manager, with headquarters at Kansas City. Mr. Zillig has been engaged in the grain business for many years, several years as manager of an elevator at Staplehurst. Mr. Engler and his son will engage in the wholesale grain business here.

Brule, Neb.—Western Alfa'fa, Inc., will construct a mill on a site east of the beet dump, J. L. Brown, president of the company, announced. The construction contract was awarded to Palm Bros. & Kunel. Plans call for a building 120 ft. in length, paralleling the Union Pacific tracks, by 30 ft. wide. It will include a power plant with a generating capacity of 450 h. p. C. P. A. approval has been received and all materials and equipment have been purchased. The mill is expected to be in operation in time for the processing of the first cutting of alfalfa early this summer and continuous operation is contemplated.

NEW ENGLAND

Easthampton, Mass.—John D. Usher has purchased the Easthampton Grain Co. from Allan Brewer of Camden, Maine.

Boston, Mass.—The Boston Grain & Flour Exchange will hold its annual banquet at the Parker House the night of Feb. 4. About 170 guests are expected from all over New England. J. H. Lee, J. H. Lee & Co., local feed and grain dealer, is chairman of the com'tee arranging the affair.

NEW YORK

New York, N. Y.—Paul D. Kirkpatrick, formerly supervisor of the Ohio-Michigan area of the A. E. Staley Mfg. Co., has been appointed sales manager in charge of the Eastern division package operation.—P. J. P.

Brooklyn, N. Y.—A two-story factory building here which was formerly used as a flour warehouse and garage, assessed at \$38,000 and held at \$75,000, was sold by H. C. Montgomery and the Swezy and Scuri estates to a client of Baffa & Dixon.—P. J. P.

BUFFALO NOTES

The International Milling Co. at a meeting on Jan. 15 in Minneapolis, elected Gordon H. Clark, manager of its Buffalo branch, a director.—P. J. P.

The Society of Grain Elevator Superintendents recently elected the following as directors: Chas. Hoffman, superintendent of the Great Eastern Elevator; Roderick J. MacRae, of the Marine Elevator; Albert S. Krotz, vice-pres. of the Rex Grain & Milling Co., Inc.—G. E. T.

Harold L. Abell, an executive and leader in Buffalo grain industry, who died May 7, 1945, left a gross estate of \$306,991.41 and a net of \$171,662.77.—G. E. T.

Buffalo, N. Y.—Edmond J. Twomey, 74, who was general foreman of the Washburn-Crosby division of General Mills, Inc., when he retired in Jan., 1941, died at his home here on Jan. 11 after an illness of three months. He was with the firm 52 years.—P. J. P.

NORTH DAKOTA

McClusky, N. D.—Elof Anderson, 73, grain buyer here for 25 years, died recently at the home of a daughter in Henning, Minn., where he had lived for the past year.

Lemmon, N. D.—Dean Jennings, farm boy, pleaded guilty to the theft of 1,600 bus. of wheat from a farm near here, and was sentenced to one year in the North Dakota state penitentiary.—A. M. M.

OHIO

Noble (Lyons p. o.), O.—Thieves broke into the Larabee Milling Co.'s office recently, but found no money.

Findlay, O.—A. N. Hochstetler, local grain elevator operator, was re-elected president of the Hancock Co. Agricultural Society at the recent annual meeting.

Metamora, O.—S. L. Rice and Fred Duncan have purchased the Metamora Lumber & Coal Co. John D. Rice, son of Mr. Rice, will manage the business. He is a war veteran.

Fernald Station (Ross p. o.), O.—Walter H. Corson, who operates a grain elevator and feed business here, was elected president of the Farmers State Bank, Miamitown. He has been a director and vice pres. of the bank for the past three years.

Hamilton, O.—Employees of the Hamilton Equipment & Grain Center and their husbands and wives enjoyed a dinner and entertainment recently, celebrating its 9th anniversary. Hugh Garvin, manager, introduced the guests and others who spoke briefly.

Port William, O.—Paul E. Dome and Karl Buckley, owners of the Port Feed Mill which burned recently, announced they will rebuild the grain elevator in the spring. They will continue to operate the business in two small buildings that were undamaged by the fire.

Findlay, O.—Corn Products Refining Co., Pekin, Ill., has added another branch to its large industrial set-up with lease of an idle beet sugar plant here, to augment dextrose production.—P. J. P.

Columbus, O.—An opinion just received from the state tax commissioner exempts portable feed grinders and mixers from a sales tax. Some other types of farm equipment also are exempt. There had been a division of opinion on this point before the ruling was asked for.—P. J. P.

Toledo, O.—The Ohio Farmers Grain Dealers Ass'n will hold its 32nd annual convention here Feb. 24 and 25. Headquarters will be at the Secor Hotel. The banquet will be held at the Commodore Perry Hotel on which occasion a dazzling floor show and dancing will be enjoyed. An interesting and instructive program has been arranged for the convention sessions. C. S. Latchaw, sec'y, advises that reservations be made early.

Lippincott (Urbana p. o.), O.—Latham & Nau have purchased the local grain elevator and feed mill from T. M. Latham Grain Co., and are operating under the corporate name of Latham & Nau of Lippincott Station, Inc. Frank Towler of Urbana has been named manager. Mr. Towler owned and operated an elevator at Bowlusville before it was destroyed by fire several years ago. The elevator will handle a complete line of feeds, feed ingredients and grains, seeds, fertilizer and coal, and do custom feed grinding and seed cleaning.

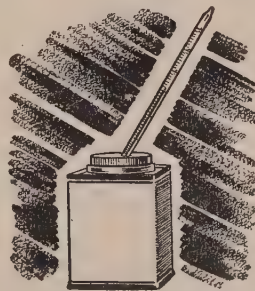
OKLAHOMA

Edmond, Okla.—We are putting in a new 50-ton Fairbanks Truck Scale and building an office this spring. Hope to start construction within 60 days.—Farmers Grain Co., E. H. Suenram, mgr.

Enid, Okla.—Stillwater A. & M. College announces a short-course on wheat on April 14, 15 and 16. Rooms will be made available at Lake Carl Blackwell while the school is held at the College of Agriculture. This will be a valuable course to those who wish to learn more about the wheat business, including grades and varieties. Since only 50 can be taken care of it is advisable to get reservations in promptly if you wish to attend. Please advise us or the College of Agriculture, Stillwater, if you wish to attend this course.—E. R. Humphrey, sec'y, Oklahoma Grain & Feed Dealers Ass'n.

GRAIN FUMIGATION FACTS

An Informative Series of Questions and Answers
on Treating, Insect and Grain Handling Problems



Anyone wishing more detailed information on this or other subjects related to grain fumigation is invited to write us. Questions will not be subjected to sales arguments, but will receive honest answers within the limits of our information.

No. 42

If fumigants do not cool grain by their direct action, why does treated grain ordinarily show lowered temperatures?

Because, by eliminating live insects, fumigants arrest this source of heating, allowing the grain to give off accumulated warmth. This process is rapid if the grain is transferred and aerated during or after fumigation, very gradual if the grain is not moved.

THE **Weevil-Cide** COMPANY
THE DEPENDABLE GRAIN FUMIGANT
1110 HICKORY STREET
KANSAS CITY, MO.

PACIFIC NORTHWEST

Tacoma, Wash.—Neal B. Shaffer, 58, of Buenna, for some years past affiliated with Shaffer Feed & Grain Co., died of a heart attack.—F. K. H.

Seattle, Wash.—Moritz Milburn, pres. of Centennial Flouring Mills Co., has appointed Dwight E. Howell of Tacoma to serve in the company's feed division. Mr. Howell was superintendent of Northwest farm-division activities for General Mills, and for two years was president of Washington State Feed Dealers Ass'n. He will organize the feed program for all Centennial Mills in Washington and Idaho.—F. K. H.

Eltopia, Wash.—Connell Grain Growers, Inc., Connell, Wash., is building a 150,000-bu. reinforced concrete grain elevator here. It will be equipped with a 4,000-bu. per hour leg, driven by a 25 h. p. motor; 10-bu. Richardson Automatic Scale and 15-ton truck dump scale, and other modern equipment. Power will be furnished by a 50 k.w. diesel-electric generating plant. Henry George & Sons have the contract. When this elevator is completed Connell Grain Growers, Inc., will have nine elevators, with a total capacity of over 1,000,000 bus. storage in this territory. F. L. Heitzman is manager.

Tacoma, Wash.—The milling section of the Centennial Flouring Mills was destroyed in a two million dollar fire here Jan. 30. Included in the loss was 400,000 bus. of wheat. Rebuilding is under consideration. The plant, built in 1907, was one of the largest operated by Centennial. A recently constructed addition costing several hundred thousand dollars also was destroyed along with older sections of the plant. The blaze started from a motor overheated that caused an explosion of dust. A 20-mile wind fanned the blaze beyond control of the badly handicapped fire department.—F. K. H.

Portland, Ore.—General Mills, Inc., Sperry division, in connection with its postwar expansion program announces that R. L. Hickman, district office manager, has been transferred to Southern California with headquarters at Los Angeles, where a large modern flour mill is under construction. He is succeeded in Portland by R. B. Velps, Jr., formerly district office manager at Tacoma, Wash. In connection with extensive grain activities, the company has transferred from its Ogden district S. F. Matthies, who comes to Portland as assistant to the manager-Northwest grain activities. Paul P. Taylor, formerly coarse grain buyer at the Portland office, will leave for Spokane to take over duties as grain buyer in the Inland Empire district. Taylor is succeeded by H. D. Van Zante of San Francisco, identified with the general office in sales activities.—F. K. H.

Yakima, Wash.—Fire destroyed the Yakima Milling Co.'s plant with damage estimated at \$50,000 by Lorin W. Markham, company president, and bringing a threat of feed shortage for poultrymen in the Yakima Valley. Partial insurance.—F. K. H.

Seattle, Wash.—Washington Senate at '47 Legislature today voted 45-to-1 to appropriate \$100,000 from grain and hay inspection funds for salaries, wages and operations. The deficiency was caused by heavy shipments of grain in 1946. The bill was sent immediately to the House under suspension of the rules.—F. K. H.

Portland, Ore.—Six new directors were elected to the Board of the 68-year-old Merchants Exchange at its 23rd annual meeting of stockholders. New to the board are G. C. Keeney, Pacific Co-operative Poultry Assn.; Capt. Clyde Raabe, Columbia River Pilots Assn.; G. E. Krummeck, Continental Grain Co.; Dwight W. Morris, Portland Stevedoring Co.; Carl Schenker, Pillsbury Mills, Inc.; William L. Williams, American Mail Lines. Continuing another year are R. E. Ferguson, manager, Waterfront employers; L. R. Rogan, Norton Lilly & Co.; Capt. Homer Shaver, Shaver Transportation Co.; W. A. Tischer, Albers Bros. Milling Co.; A. W. Howard, Shipping News, Inc.; J. C. Hering, W. J. Jones & Sons. Immediately after the stockholders meeting Morris was elected president and Carlson was re-elected sec'y-treasurer.—F. K. H.

SOUTH DAKOTA

Bruce, S. D.—Wm. F. Caldwell, 60, who operated a grain elevator here for 16 years, died at Clear Lake recently after a long illness.

Lake Andes, S. D.—Wm. McCabe has resigned as manager of the Farmers Co-operative Elevator to become deputy sheriff, and Ed Dvorak, who has been assistant manager, has succeeded him as manager.

Philip, S. D.—Francis Brunson, manager of the Tri State Milling Co.'s elevator at Belvidere, has been transferred to the management of the company's local elevator, succeeding Dwight Kruse, who resigned.

Philip, S. D.—Dwight Kruse has resigned as manager of the Tri State Milling Co.'s local elevator to accept the position of manager of the Farmers Co-op. Assn's local elevator, succeeding Earl Eberle, who resigned.

Estelline, S. D.—Whipped by high winds, fire believed to have started from chimney sparks destroyed the Farmers Elevator Jan. 14, causing a total loss of about 15,000 bus. of grain, mostly wheat and oats, and resulting in damage estimated at more than \$35,000. Firemen from Estelline, Hayti, Brookings and Castlewood fought the fire.—A. M. M.

SOUTHEAST

Dover, Del.—The Decatur Soy Products Co., which will engage in the soybean business, has filed articles of incorporation, with a capital of \$500,000.—P. J. P.

Kinston, N. C.—Kinston Milling Co., Inc., has been incorporated to deal in feed and grain of all kinds; authorized capital stock, \$100,000. Incorporators: Guy D. Rouse, D. H. Taylor and Alice K. Taylor, all of Kinston.—L. D. B.

Roanoke, Va.—Lindsey-Robinson & Co., feed manufacturer, has announced the appointment of Robert D. Dickson as farm service director. For the past three years Mr. Dickson, a native of South Carolina, has been executive sec'y of the Virginia Milk Commission in Richmond.—L. D. B.

Macon, Ga.—Dixie Lily Milling Co. of Georgia, Inc., has filed articles of incorporation to engage in milling grains and feeds, manufacturing, processing and distribution of all food products; capitalized at \$50,000. The incorporators include J. E. Stell, E. L. Douglas, M. D. Stevens and H. I. Stell, all of Williston, Fla., and Cecil M. Webb, of Tampa, Fla.—L. D. B.

Richmond, Va.—Allie L. Franklin, 72, owner of the Southside Feed & Seed Co., died Jan. 25, following a heart attack.—L. D. B.

TENNESSEE

Memphis, Tenn.—John J. Pepin was elected president of the Memphis Merchants Exchange Jan. 11. The election contest centered about the office of vice-pres. in which A. A. Williams was the victor and accordingly will become president in 1948 in keeping with a long established custom. The directors elected included S. F. Clark, L. B. Lovitt, C. P. Reid, H. L. McGeorge, Ed Jappe, Tom Lee, R. W. Farmer and Jack Harpster.—P. J. P.

Tiptonville, Tenn.—Operating a fleet of forty to fifty giant cargo trucks, the Underwriters Salvage Co. of Memphis made fast work of moving the mountain of fire and water-damaged soybeans which was left in the wake of the \$800,000 fire at the West Tennessee Soya Mill, Inc., on Jan. 5. Trucks were loaded at the rate of one every 12 minutes and quickly taken to processing plants to reduce spoilage. The salvage company assumed full charge and ownership of the beans. The remaining beans, too scorched or water soaked for processing for the oil content, will be used for fertilizer.—P. J. P.

TEXAS

Orange Grove, Tex.—Otto Luedecke is new manager of the Orange Grove Hatchery & Feed Store, buying the business from M. C. Franke.

Gainesville, Tex.—The Kimbell Diamond Milling Co. of Ft. Worth has sold to Fant Milling Co., Sherman, the local Whaley Mill & Elevator, effective April 1.—G. E. B.

Corpus Christi, Tex.—Officials of the Corn Products Corp. announced the Office of Temporary Control had approved the construction of a \$1,327,650 plant here. It will produce starches, dextrose, sugar, syrup and livestock feed.—H. N.

Austin, Tex.—A total of 3,931,000 bus. of wheat was ground in Texas mills during October, 1946, representing an eight per cent increase over September, but four per cent less than grindings in October of last year, according to Bureau of the Census figures received by the Bureau of Business Research of the University of Texas.—H. N.

Plainview, Tex.—The Plains Co-operative, Inc., which serves dairymen in Texas and New Mexico and operates a feed mill, did a \$3,000,000 business in 1946, according to Wallace Louthan, manager. Organized in 1923 on a modest scale, the Co-operative now manufactures cheese, handles shipments of milk and cream, maintains a locker plant, and promotes the raising of market standards for Texas turkeys.—H. N.

Mercedes, Tex.—Operation of the new dehydration plant of the Kansas City Dehydration Co. is expected to begin next month, Eddie Brooks, general manager for the Lower Rio Grande Valley of Texas, announced. The dehydration of citrus peel from Mercedes canning plants is the first scheduled project for the plant. Later the firm plans to dehydrate tomato pulp and other vegetable by-products. The dehydration of cereal grasses is also a future possibility, Brooks said.—H. N.

WISCONSIN

Markesan, Wis.—Frank F. Lueprow, 80, for many years a feed dealer here, died Jan. 15.

Superior, Wis.—James Berg, 76, an employee of a local grain elevator, was killed by a train, Jan. 16.—P. J. P.

Beloit, Wis.—Louis Hinkle, proprietor of Hinkle's grain elevator, is building a 50 x 100 ft. building behind his elevator where complete service for general farm merchandise will be offered. Work on the building is expected to be completed by March.

IF BUYING OR SELLING

**MILO ★ KAFIR
WHEAT - CORN
OATS - BARLEY**

FIELD SEEDS

Specializing in Milo and Kafir

PHONE—WIRE—WRITE

TRANSIT
GRAIN COMPANY

FORT WORTH, TEXAS

Beaver Dam, Wis.—The Mayr Seed & Feed Co.'s warehouse was damaged by fire recently, the loss estimated at several thousand dollars.

Madison, Wis.—The Garver Feed & Supply Co. has been granted a \$10,400 building permit by C.P.A. to reconstruct the warehouse wing that burned recently.

Milwaukee, Wis.—Plans for the merger of the Froedtert Grain & Malting Co. and Rockwood & Co. of Brooklyn, N. Y., have been announced. Officers of the firms are proceeding with the plans for the merger and will submit them to directors and stockholders of the companies for approval. The Froedtert company has two local plants and a third one nearing completion here, and also operates plants at Minneapolis, Winona, Minn., and Detroit, Mich. Rockwood & Co. is famed for its output of chocolate bits, chocolate bars and chocolate coatings.

Grain Firms Not Fighting Co-operatives

Agitators who charge the grain trade with seeking to disrupt and destroy the co-operative are taken to task by the Searle Grain Co. in the following:

We can steadily affirm that never since the co-operative movement started on these prairies or elsewhere have we ever thrown a stick, stone or even straws in the way of the development of the co-operative movement. Indeed, in the early days of the wheat pools, the Searle Grain Co., in common with other elevator companies, rendered to the pools a good deal of assistance by way of receiving, storing and shipping "pooled" grain to terminal markets.

We have always believed in healthy competition, co-operative or otherwise, inasmuch as it promotes efficiency. Thus competition tends to keep down costs. In no industry in the world has competition been so keen as in the grain trade, and that for long before the co-operative movement appeared in the picture. In no business in the world, we affirm, has this healthy competition brought such advantages in improved service and in lower costs of handling and distribution as in the Canadian grain trade.

We believe in competition, but in that kind of fair competition, we think we have a right to ask, that is neither subsidized nor specially favored over us by governments.

The competition we have had to face with the wheat pool co-operatives for long, unfortunately, has been so subsidized and favored. Here are two examples:— When the pools met with near catastrophe in 1930, the Dominion and Provincial governments sprang to their help, guaranteed their debts to the banks to the tune of twenty-three million dollars, and placed on the shoulders of the Manitoba tax payers one million two hundred thousand dollars of pool debts, and we as tax payers, competing with the pools had to bear part of this debt. Next, the wheat pools were relieved of the payment of Dominion income war taxes during the years of the war, which same taxes we had to pay. This enabled the pools to accumulate large cash surpluses over and above the amounts they paid as patronage dividends. This gave the pools, of course, large sums with which to induce farmers to haul grain to their elevators.

Despite the Governmental support, and the freedom from taxation which our western wheat pools have received, the Searle Grain Co. has always met pool competition four-square. Never at any time has our company asked or wished for the least advantage of any kind or description over the co-operatives. All we have asked for, and which we believe we have a right to expect, is that the Governments would not give the pools heavy and discriminatory tangible advantages over us. We ask merely for an opportunity to compete fairly with co-operatives on an equal basis. Surely the co-operatives themselves should neither ask for, nor expect, more.

Surely the co-operatives can stand on their

own feet, just as we are obliged to do, without receiving special favors.

Parity in Agriculture

By GRAIN & FEED DEALERS
NAT'L ASS'N

We have just emerged from an era of "controlled" (ceiling) prices for grains and feeds. While prices today remain at or above former ceiling prices in many commodities, and while there is official prediction that export demand for food grains will remain strong for another year, there also is clear indication that we have passed the peak of prices in some commodities and that (without attempting to predict crop conditions in 1947) we are nearing the time when loans and support prices will be used to bolster prices of some grains.

Some economists and farm leaders often refer to the period of August 1909 to July 1914 as a time when there was "balance" between the cost of commodities purchased by farmers, and the prices received for commodities sold from the farm. This idea of balance between these prices has come to be known as "parity."

In the Agricultural Adjustment Act of 1933 the declared policy of Congress was to "re-establish prices to farmers at a level that will give agricultural commodities a purchasing power with respect to articles that farmers buy, equivalent to the purchasing power of agricultural commodities in the base period." Later Acts of Congress defined parity by slightly different wording, but without essentially changing the definition above.

When a producer of, say, wheat considers "parity," he means a price for a bushel of wheat that will buy in the market the same quantity and quality of non-farm commodities that a bushel of wheat commanded in the 1909-14 period.

THE PARITY index of prices, taxes and interest charges paid by farmers increased 2 points to 215, a new record high, and the index of prices received by farmers fell 4 points to 260 on Jan. 15. Despite the decline, the index of producer prices was 54 points higher than a year ago, but 13 per cent below the record high of last October.

Flaxseed Price Support Increased

Secretary of Agriculture Clinton P. Anderson today announced that 1947-crop flaxseed will be supported at \$6 per bushel, U. S. No. 1 flaxseed, Minneapolis basis, an increase of \$2 a bushel above the \$4 support price which was announced last September.

The support price has been increased to encourage producers to plant 5,000,000 acres to flaxseed for the 1947 crop—the goal acreage which was announced by the Department of Agriculture on Nov. 8. This was an increase of 1,000,000 acres over the 4,000,000 acre goal which had originally been announced in September.

Commenting on the higher support price Secretary Anderson said, "Flaxseed is in very short supply, and an expanded acreage of this important oilseed crop is required for 1947. In view of the record winter wheat crop which is now in production, much prospective spring wheat acreage can advantageously be shifted to flaxseed in states which produce both crops—chiefly Minnesota, the Dakotas, and Montana.

"The 1947 winter wheat crop has been indicated at 947 million bushels, a volume that would be approximately 100 million bushels larger than the 1935-44 average production of all wheat (both winter and spring). It is clear that we will need flaxseed more than we will wheat from the acreage which will be involved in the shift to flax."

Department officials said today that the increase in the support price was decided upon following discussions with representatives of flaxseed farmers and the trade. These representatives indicated in general that the higher support would result in growers planting the increased goal acreage.

The 1946 flaxseed crop was short of requirements, and import supplies have been uncertain and relatively small. The demand for linseed oil has been at high levels, and it appears that new building and heavy industrial demands will continue to result in unusually large requirements for linseed oil.

The 1947 goal of 5,000,000 acres is an increase of approximately 90 per cent over the planted acreage in 1946, but is about 1,300,000 acres less than plantings in 1943. Normal yields from the goal acreage would make the United States independent of large imports during 1947-48.

Nappanee Milling Co., Inc.,
Nappanee, Ind.



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Efficiency, greater production, and lower costs all enter into IBBERSON plans for Feed Mills and Elevators.

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T. E. IBBERSON COMPANY
Engineers and Contractors
Minneapolis, Minn.

Dehydrators Vote \$17,000 for Research

The annual meeting of the American Dehydrators Ass'n was held Jan. 16 and 17 at St. Louis, Mo., in the Jefferson Hotel.

GRADON SWANSON of the Grain and Feed Dealers National Ass'n, St. Louis, predicted in years to come government attempts to control production, prices and marketing of farm products.

Dr. H. J. SMITH, nutritional director of the Ralston Purina Co., spoke on plant pigments and their purposes, pointing out that alfalfa is the sole important feed source of some of the required pigments.

WM. A. ALBRECHT, of the University of Missouri, spoke on soil fertility and alfalfa production.

Dr. J. L. KRIDER of the Illinois College of Agriculture, has had as his topic The Key to Greater Profits in Swine Feeding.

EDWARD GLENNON, of Chicago, spoke for the American Feed Manufacturers Ass'n, and stressed the importance of quality in maintaining the high standing of the feed industry.

Dr. W. G. McKENNA, of the bureau of explosives of the Ass'n of American Railroads, spoke on Contributing Factor in Alfalfa Meal Fires.

Prof. F. E. MUSSEHL, of the University of Nebraska, outlined the Use of Alfalfa in Turkey Rations.

CLAUDE WELCH, manager of the Products Department of the Ralston Purina Co., criticised the lack of uniformity in shipments of alfalfa meal. One car, sampled in five places, varied in carotene content from 51,000 to 125,000 units per pound. He said: "Formula feeds cannot be sold on the basis of an average content. If one feeder gets a sack that is not up to the average, he will never be satisfied with the explanation that his neighbor probably got a sack that was above the average."

GIL IMSE of Milwaukee spoke on What We Have Learned in Dehydration, and said his company had presented portable driers to Oregon State College, Texas A. & M., University of Wisconsin and the USDA Experiment Station at Beltsville, Md. The colleges have



John A. Caple, Toledo, O., Pres. Elect

been asked to use the machines in helping to find out the cost of producing a pound of carotene using field harvesting, partial sun-curing, and the crushing method, in an effort to obtain maximum production with a minimum sacrifice of quality; to determine the loss of vitamin A in bulk storage, in bags, compressed, and in other ways, and the answers to several other similar questions.

OFFICERS elected for the ensuing year are: pres., John A. Caple, The A. B. Caple Co., Toledo, O.; vice-pres., J. R. Dwiggins, Dwiggins & Sons Alfalfa Milling Co., New Paris, Ind.; treas., B. W. Hilgard, Western Alfalfa Meal Co., Belleville, Ill.; executive-sec'y, Lloyd S. Larson, Lloyd Larson & Associates, Chicago. Directors: R. P. Johnson, Elk Valley Alfalfa Mills, Inc., Independence, Kan.; R. E. Nye, National Alfalfa Dehydrating & Milling Co., St. Louis, Mo.; W. J. Small, Neodesha, Kan.; Ervin Burkholder, Nebraska Farm Products Co., Cozad, Neb.; R. C. Johnson, Mead Alfalfa Mill, Mead, Neb.; W. A. Harding, Evergreen Farms, Raymondville, Tex., and R. C. Bryan, Bryan Farms, Osceola, Ark.

DON E. MERRICK, of Dunbridge, O., explained the advantages of an expanded research program, and it was voted to increase the budget to \$25,000 to provide \$17,000 for research and promotion. To obtain additional funds the following ways and means committee was appointed: D. E. Merrick, Central Mills, Inc., Dunbridge. (chairman); Ervin Burkholder, Cozad, Neb.; W. A. Donnelly, Cero-phyl Laboratories, Inc., Kansas City, Mo.; R. C. Bryan, Bryan Farms, Osceola, Ark.; Howard Kanouff, Wahoo Milling Co., Wahoo, Neb.; and C. D. Feller, Miller Alfalfa Co., Kerman, Cal.

Molasses Controls Revoked

Price controls over domestic and imported blackstrap and beet final molasses were revoked at 12:01 a. m., Jan. 29. In addition, all allocations controls over domestic produced blackstrap and beet final molasses have been lifted.

Allocation as to the final usage of Cuban molasses will remain in effect until Feb. 28 or until the five cargoes already scheduled for delivery in February have been sold. Two of the five tanker loads have been earmarked for the producers of cattle feed and the other three to producers of ethyl and butyl alcohol. After Mar. 1 Cuban molasses will be sold to

the highest bidder, f.o.b. Cuban ports, and will be available to all domestic users on a price basis without priority or preference.—A.F.M.A.

Decline in Feed Prices

The Production and Marketing Administration index of wholesale feed prices declined in the week ended Jan. 15 from 214.1 to 210.8.

Lower prices were followed by heavy trading in the millfeed futures market at Kansas City late in January. There was a rally in the prices of January bran and January shorts. The open interest in millfeed futures increased to 8,070 tons from 6,420 tons the preceding week.

The Baldwin Elevator Co., of Decatur, Ill., said: "There has been a marked change from a sellers' market to a buyers' market in commercial mixed feeds. There has also been a sharp decline in prices of many byproduct feeds, especially high-protein feeds. Livestock and poultry producers apparently have become more price conscious and have shown increasing reluctance to purchase feed at high prices. This is illustrated by the fact that although milk cows were fed a record quantity of grain and other concentrates per cow in the fall of 1946, the concentrate rations contained the smallest percentage of high-protein supplements in 16 years. There was, however, fed a larger-than-usual proportion of commercially mixed dairy feeds."

DISTILLERS dried grains production during December amounted to 44,300 tons, against 34,000 tons during December, 1946, as reported by the U.S.D.A.

BREWERS dried grains production during December amounted to 17,500 tons, against 17,400 tons during December, 1946, as reported by the U.S.D.A.

ATLANTA, GA.—A regional sales representative meeting was held here Jan. 24 at the Biltmore Hotel, sponsored by the Georgia Feed Ass'n and the Alabama Feed Ass'n, with the American Feed Manufacturers Ass'n participating. The theme was "A Sound Sales Policy for the Feed Industry."

INDIANAPOLIS, IND.—Senate Bill 5, introduced by Senator Lane, would require manufacturers of concentrated commercial feedingstuff to file with the state chemist at Indiana Agricultural Experiment Station, Purdue University, the minimum percentage of digestible protein contained in their feed, in addition to information already required of these manufacturers. The bill was referred to the agricultural committee.

ST. LOUIS, MO.—The Ralston Purina Co. reported Jan. 21 that net profit in the year ended Sept. 30 increased to \$4,053,379, equal after preferred dividend requirements to \$4.62 a share on the 795,396 common shares outstanding, it was announced yesterday. The 1945 net profit was \$2,665,172, equal to \$3.17 a share on 791,896 outstanding common shares. Net sales of the company, which does 90 per cent of its normal volume in animal feeds and allied processed products, climbed to \$160,271,101 from \$157,524,801 in the preceding year. Total income was \$161,366,698 against \$158,638,894.

BROOKINGS, S. D.—The South Dakota Feed Manufacturers Ass'n and the Agricultural Experiment Station sponsored the recent course in live stock and poultry nutrition. Speakers included members of the college faculty and Dr. W. W. Cravens, associate professor of poultry husbandry at the University of Wisconsin. Discussion topics ranged from "Biochemical Advances Which May Influence Feeding" to "Fertilizers for Grains and Forages." A business meeting of the ass'n was held. Presiding at various sessions were Frank Yaggie, Sioux Falls, pres.; W. E. Poley, Sioux Falls, vice pres.; I. B. Johnson, director of the Agricultural Experiment Station, and A. M. Eberle, dean of agriculture.

MACHINERY AND SUPPLIES FOR GRAIN ELEVATORS AND FEED PLANTS

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MINNEAPOLIS, MINN.

EXPELLER REPAIRS

New Stellite Barrel Bars
Worn parts hard-faced

Dependable Service

BOWMAN

WELDING & METAL WORKS

Decatur 7, Illinois

L. A. Fuller Passes

Leon A. Fuller, a pioneer member of the Kansas City Board of Trade, died Jan. 30 of pneumonia in a hospital at Palm Beach, Fla., where he had gone two weeks earlier for a vacation.

He was born in Ashtabula County, Ohio, 77 years ago, and went to Kansas City in his youth. His first connection with the grain business was with his father in the firm of Schilling & Fuller. Later he went with the Murphy Grain Co., and then became manager of the Kansas City office of Chas. Counselman & Co., of Chicago, operating terminal and country elevators and doing a receiving business.

In 1903 he formed the Thresher-Fuller Grain Co. in partnership with R. J. Thresher, and later the Fuller Grain Co. with himself as president.

He was a member of the old Commercial Exchange that became the Board of Trade in 1895. He had served the Board of Trade in many official capacities, and was elected pres. in 1926. He was a member of the Chicago Board of Trade since 1921.

Surviving him are his widow, Ada L. Fuller, and a son, W. W. Fuller, of the firm.

DES MOINES, IA.—J. Dolliver Kent was re-elected pres. of the Western Mutual Fire Insurance Co. at an annual meeting of the Directors held this week. Other officers are: Chas. S. Vance, vice-pres.; G. S. Blount, sec'y, and M. S. Stokely, treas. Mark G. Thornburg is a newly elected board member, and Stokely and H. B. West are re-elected board members.



L. A. Fuller, Kansas City, Mo., Deceased

Federal Crop Insurance a Losing Venture

Clinton P. Anderson, sec'y of agriculture, in a letter to Gus Geissler, manager of the Federal Crop Insurance Corporation, makes the following observations.

From its inception in 1938 thru the 1945 crop year, FCIC collected 61.2 million dollars in premiums and paid out 119.5 million dollars in indemnities.

This unfavorable underwriting experience has been due largely to three factors, all of which are met with in other forms of insurance:

(1) Moral hazard, which means that in certain situations farmers have been able to make speculative gains from crop insurance by abandoning insured crops or in other ways violating the spirit of the insurance contract;

(2) Adverse selectivity, which means that in many cases poor risks have come into the program while better than average risks have stayed out; and

(3) Inadequate attention to loss adjustment, which means that many farmers have been over-indemnified for the losses actually sustained.

The Corporation is required by law to bring administrative expenses down below 25 per cent of premiums by 1950. Thru June 30, 1945, administrative expenses averaged 49 per cent of premiums during the years in which crop insurance was actually sold. If the developmental expenses during 1938 and 1939 which preceded actual insurance sales are included the ratio is nearly 60 per cent.

I know of no insurance company which can continue to pay year after year more than 15 or at the top 25 per cent to a solicitor who obtains the business. Surely we are regarding the AAA Committees in this matter as solicitors for the Department in the sale of crop insurance.

Now to get specific: During the year 1945 we collected in premiums in the State of Alabama \$158,543. As against that sum, apparently we had FCIC State expenses in the amount of \$49,820. The amount that apparently went directly to the AAA Committees through the Field Service Branch was \$8,655 to the State office and \$138,244 to the County offices, making a total through the Field Service Branch of \$146,899, or a total expense for FCIC and the Field Service Branch of \$196,719 as against

total premium income of \$158,543. What we expect to use to pay losses, I don't know.

In the State of Florida, we collected a total of \$1,578 in premiums and we had \$8,909 in total expense, or a ratio of \$5.65 for every dollar in premium income. Of course, the correct figure on the basis of premiums received would have been about \$150 or at the most \$250 or \$300, but certainly nothing even resembling \$8,000 could ever be justified.

Market Riggers Fined

Pleas of guilty to criminally fixing the price of milk were followed by fine of \$25,000 on the New York Dairymen's League Co-operative Ass'n and \$1,000 each on Henry Rathbun, pres.; Leon H. Chapin, Hedley Benson and Herbert Seeley, members of the executive committee.

They were charged with buying large quantities of butter on the New York Mercantile Exchange last Dec. 18 thru 24 for the purpose of pegging the January milk price to consumers.

MILLERS have pledged more than \$1,000,000 a year for promotion of their product. Jos. C. Beaven of the Standard Milling Co., Chicago, is chairman of the committee to carry out the ambitious plan, the Millers Long Range Program Committee.

Books Received

HERE'S A GOOD ONE, by Coleman Cox, is being circulated by Leo Potishman, pres. of the Transit Grain Co., of Fort Worth, Tex., with the season's greetings, and the hope that the readers of the brochure will find among its many gems the stimulus for a constructive thought.

CORN DISEASES In Nebraska employes beautiful engravings in color to illustrate dry rot, pink rot, red rot, cob rot, stalk rot, root rot and smut of corn and gives suggestions for the control of these diseases. Circular 1804 of the University of Nebraska College of Agriculture, 8 pages.

GERMAN Industrial Safety Practices and Research is a book of 154 pages written by officers of the U. S. military government who traveled widely, that should be of interest to American manufacturers, and is sold by the Office of Technical Services, Department of Commerce, Washington 25, D. C.



**MOTHER NATURE KNEW
WHAT SHE WAS DOING
WHEN SHE USED SO
MANY CURVES**

How many things did she create without curves? Name 'em! Had she designed an elevator bucket chances are she would have used a *Logarithmic curve*, just as we have . . . for it's in keeping with natural laws that assure maximum elevating capacity. Yes, the

CALUMET SUPER CAPACITY CUP

is a "natural" for loading, elevating and discharging super capacity loads. Results prove beyond question it's the "Curve that Counts."

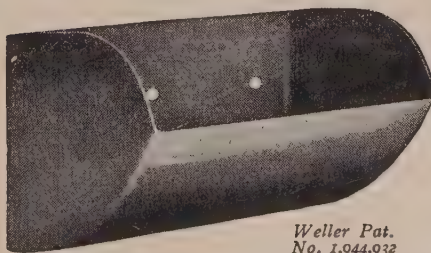
Mr. R. H. Lamis voices the experience of scores of elevator operators when he says: "The Calumet Cup tripled the capacity of the buckets we were previously using."

ASK YOUR JOBBER, or send for Form 35 and learn how much greater guaranteed capacity you can get from your elevator legs.

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Field Seeds

CENTERVILLE, IA.—The Earl E. May Co. has opened a seed store here.

WISNER, NEB.—Henry Heyne has built a hybrid corn drying and handling building.

TOPEKA, KAN.—The Earl E. May Co. has opened a seed store here, making a total of 30 stores.

CHARLOTTE, N. C.—The H. G. Hastings Co. of Atlanta, Ga., has formally opened its new seed store.

PONCA, NEB.—Ray Fleury has purchased a building in which to open a seed and feed store about Feb. 15.

ATLANTIC, IA.—Seed stores will be opened at Atlantic and Perry, Ia., by Henry Field Stores, Inc., of Shenandoah.

OMAHA, NEB.—Land on Lincoln Highway has been purchased by Henry Field Stores, Inc., of Shenandoah, Ia., for a roadside seed outlet.

EAGLE GROVE, IA.—Construction of the new plant of the Iowa Seed Co. has been completed. Ralph Mygatt is vice pres. and local manager.

DARLINGTON, S. C.—Bonnoit's Feed & Seed Co. has been formed with \$10,000 capital stock by R. Raymond Bonnoit and Mrs. Berry Smith Bonnoit.

CERES, CAL.—Harry Allerdice has succeeded and is now operating the Ceres Seed Co. He has been engaged in the seed business in Colorado and California.

BUFFALO, N. Y.—Forrest Mather has been transferred by the G.L.F. to the seed department of the Co-operative G.L.F. Mills to work with Vice Pres. L. D. Kurtz.

WINNIPEG, MAN.—The National Barley Contest committee has selected the Montcalm variety for distribution to prize winners in their year's contest.

ATLANTA, GA.—Ernest D. Martin has taken over the active management of the Lewis H. Cottongim Seed Co. as president, because of continued ill health of Mr. Cottongim.

SCHULENBURG, TEX.—C. E. Beeson passed away Jan. 14 as the result of a heart attack. He was manager of the Schulenburg branch of the Eastern Seed Co., of Corpus Christi.

WATERTOWN, S. D.—The Acme Fuel & Seed Co. has been incorporated with \$100,000 capital stock, by Phyllis R. Pavelka, Brookings; Zella R. Scofield, De Smet, and Mildred C. Voight, Watertown, directors.

FREMONT, NEB.—J. H. Warren has erected a one-story cement block building in which to open a retail store next to the processing plant of the Warren Seed Co., with Art Westphalen as manager.

JACKSON, MICH.—Fire starting in a box of sawdust in a washroom of the Isbell Seed Co. was promptly extinguished by firemen.

SHENANDOAH, IA.—Edward May has been elected pres. of the May Seed & Nursery Co., with R. H. Sawyer, executive vice pres.; Mrs. E. E. May and J. D. Rankin, Jr., vice pres.; C. J. Wolford, sec'y, and E. S. Welch, treas.

CHATHAM, ONT.—The Ontario Corn Committee recommends the following corn hybrids: Very early, Jacques 802 and King st. K.E. 3; Early, Funks G 35, Dekalb 56; Medium, Reids' 107, W., White Corn, Pride D., 56; Late, Pioneer 342.

CLARINDA, IA.—Frank J. Sinn, former pres. of the Berry Seed Co., died Jan. 22 after a long illness. One of his two sons, Charles, is pres. of the company. Mr. Sinn was the son-in-law of the founder of the company, the late A. A. Berry.

BOONVILLE, IND.—William Kindermann, of Kindermann Sons, seed dealers in this city, is looking for a fine trade in seeds this coming spring. The Kindermann firm is more than fifty years old, William Kindermann being the grandson of the founder of the firm, William Kindermann.—W. B. C.

ARENZVILLE, ILL.—The Burrus Brothers Seed Co. of Arenzville entertained the Pike County Dealers at a steak dinner at the Cardinal Inn recently. It was one of eight meetings held for their dealers thruout their territory. The company produced 93,000 bus. of hybrid seed corn last year.—P. J. P.

ALBANY, N. Y.—Under provisions of a bill introduced in the Senate by Rhoda Fox Graves, a new section is added to the agriculture and markets law to provide that every lot of agricultural seeds sold in the state shall have on the container a statement of place where such seeds or each kind of seed present in the mixture was grown.—P. J. P.

SIKESTON, MO.—Hybrid seed corn, produced on the C. F. McMullin estate north of Sikeston during 1946, now is producing a 7,000-acre crop of corn in Uruguay, south of the equator. It is the result of tests made in 1945 by an exporting firm of the Uruguayan government of fifty samples of corn sent from the United States. The McMullin type proved so satisfactory that it was decided to use it on the large acreage now in production.—P. J. P.

LITTLE ROCK, ARK.—Ernest F. McDonald, Weldon, was elected president of the Arkansas Seed Growers Ass'n Jan. 16 at the annual convention at Hotel Marion. He succeeds R. M. Foster, Jr., of Little Rock, who was elected to succeed Floyd Fulkerson on the board of directors. R. A. Pickens, jr., of Pickens, was re-elected vice pres.; other new officials are R. C. Ryan, Osceola, member of the State Plant Board; Joel Lambert, Holly Grove; M. L. Walt, Little Rock, and Earl Day, Corning, program committee. Dr. L. M. Humphrey, chief of the plant breeding staff at the Robert L. Dortch farms at Scott, predicted a bright future for soybean growers in Arkansas. He said the 1947 goal is about 310,000 acres, an increase of approximately 100 per cent since the beginning of the war.—P. J. P.

MECHANICSBURG, O.—The Scott Farm Seed Co. has engaged in the seed business.

BERKELEY, CAL.—The annual meeting of the California Seed Ass'n will be held here at the Claremont Hotel Feb. 28 and Mar. 1.

SHELBY, N. C.—One hundred seed corn growers met in Armory Jan. 30-31 with Dr. Moore of the North Carolina Experiment College and the Hybrid Seed Corn Ass'n to discuss the growing and processing of seed corn.

NIPAWIN, SASK.—After four years of selection H. G. Neufeld has developed three strains of rape seed yielding 1,700 pounds to the acre, against 1,204 for the old strains. The oil content has been raised to 47 per cent, against 39.5 per cent.

Hybrid Seed Corn Men Meet

The Hybrid Seed Corn Division of the American Seed Trade Ass'n held a meeting at the Palmer House, Chicago, Jan. 20, with Jas. Holbert as chairman.

Among the speakers were Stanley Folsom of Minneapolis, Minn., pres. of the American Seed Trade Ass'n; and Roger O'Donnell, executive sec'y of the American Seed Trade Ass'n, Chicago.

Second Annual Meeting of Mississippi Seedsmen

The Mississippi Seedsmen's Ass'n held its annual meeting at the Heidelberg Hotel, Jackson, Miss., Jan. 8 and 9, with over 100 in attendance.

Among the speakers were C. W. Robertson, Dr. Clay Lyle of the State Plant Board, Dr. Pinkard, Elbridge Freeborn.

OFFICERS elected are: pres., Ben T. Sams, Crystal Springs; vice pres., J. E. Luckett, Jackson; sec'y-treas., N. H. Pace, Cleveland. Three district representatives chosen are H. W. Murphy, Philadelphia; G. L. Buck, Gulfport; and V. L. Ayres, Leland.

Meeting of Farm Seed Division

The Farm Seed Division of the American Seed Trade Ass'n attracted well over 400 seedsmen to its meeting Jan. 20 at the Palmer House, Chicago, Ill.

RIDER FREEMAN of Crawfordsville, Ind., presided.

Professor ART KING of Oregon State University, Corvallis, Ore., spoke on fertilization and soil conservation, pointing out that since 1941 the demand for fertilizer has trebled.

DR. HANSON, chief of agricultural rehabilitation of the U.N.R.R.A., described conditions in Poland and southeastern Europe.

JOHN NICOLSON of Shenandoah, Ia., outlined the changes that are planned by Washington in agricultural conservation.

ELMER SEXAUER of Brookings, S. D., pres. of the Western Seedsmen's Ass'n, invited the seedsmen to attend the meeting of that organization at Omaha, Neb.

New Officers of Weed Control Conference

Meeting at Des Moines, Ia., recently the North Central Weed Control Conference elected the following officers: pres., Noel S. Hanson, department of agronomy University of Nebraska; vice pres., C. J. Willard, Ohio State University; sec'y-treas., W. W. Worzella, South Dakota State College.

The next annual meeting will be held at Topeka, Kan., at a date to be set later.

Twenty-one states and five provinces of Canada were represented by the 262 registered delegates.

A very positive recommendation was made

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ED. F. MANGELSDORF & BRO., Inc.
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Fodder Seeds, Sudan Grass, Soy Beans, Cow Peas

for the use of 2, 4-D on lawns, especially where Kentucky bluegrass was the predominant factor in the lawn. Caution was recommended on the treatment of bentgrass lawns; however, one worker reported less injury where the bentgrass was permitted to grow to a height of 1½ to 2 inches.

Meeting of Nebraska Seed Dealers

At the annual meeting of the Nebraska Seed Dealers Ass'n held Jan. 30 at the Cornhusker Hotel, Lincoln, Neb., Paul Stewart of Waterloo was re-elected pres., and Earl Conrad of Fremont was re-elected sec'y-treas., Robert Griswold of Lincoln being chosen vice. pres.

ROBERT ARMSTRONG, state tax commissioner, said any seed which the farmer uses to produce a crop is not an item of property for taxation but is simply an expense of operation.

Seed, like oil, tractor fuel or any other farm supply, is needed to produce a crop. Therefore seed corn should not be assessed to the farmer, Armstrong said. He discussed with the seed dealers, at their request, problems relating to the assessment of hybrid seed corn.

Following Armstrong's speech, Senator Earl Lee of Fremont led a general discussion on farm seed taxation.

Also speaking Thursday morning was Lewis P. Reitz, of the agricultural college agronomy department.

Dr. M. D. WELDON spoke on The Use of Fertilizers on Lawns and Field Crops in Nebraska; Paige Hall, sec'y-treas. and certification manager of the Nebraska Co-operative Improvement Ass'n, on Fertilizer for Brome Grass Seed Production, and Dr. Jesse Livingston, agricultural college extension pathologist, on Insect, Disease and Weed Control.—G. M. H.

Violations of Federal Seed Act

FARGO, N. D.—Newday Seeds, Inc., on Dec. 20, was fined a total of \$300 on three counts charging violations of the Federal Seed Act. The company entered a plea of nolo contendere. The violations involved the following shipments made in the spring of 1945: A shipment of 25 bags of sweetclover seed made to Mahnomon, Minn., was labeled, in part, "W. B. Sw. Clo. Purity 99.50%—Germ. 90%"; whereas, it was found to consist of 70.13 per cent white sweetclover and 29 per cent yellow sweetclover and to have a germination of 74 per cent with 4 per cent hard seeds remaining.

A shipment of three bags of alfalfa seed made to Thief River Falls, Minn., was labeled, in part, "WDS 1.25—Germ. 85% including 17% hard seed"; whereas, it was found to contain 2.46 per cent weed seeds and to have a germination of 55 per cent with 28 per cent hard seeds remaining.

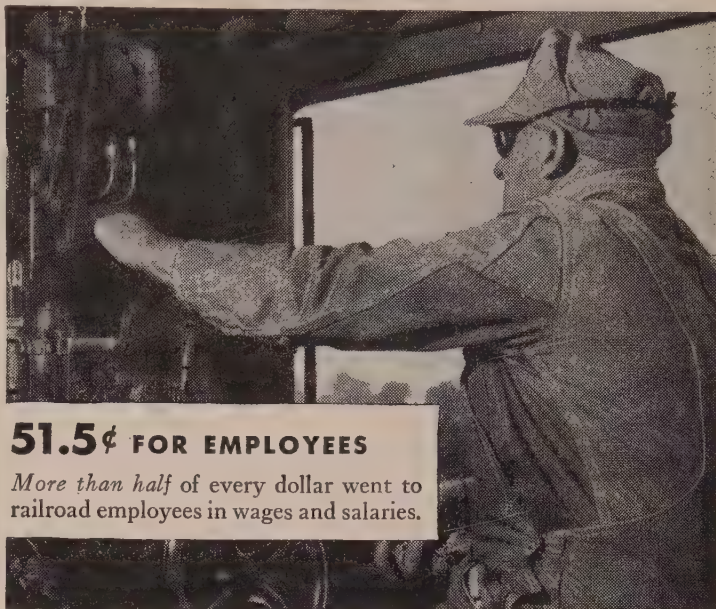
A shipment of three bags of alfalfa seed shipped to Little Falls, Minn., was labeled, in part, "Pure 97.2%—Inert 77%—Germ. 86 including 17% hard seed"; whereas, it was found to consist of 94.63 per cent pure seed, 3.31 per cent inert matter, and to have a germination of 22 per cent with 8 per cent hard seeds remaining. In addition, the labels failed to show the presence of noxious-weed seeds; whereas, the seed was found to contain the noxious-weed seeds, dodder and Frenchweed, at the rate of 45 and 9 per pound, respectively.

AURORA, IND.—Bernard M. Weldon, operating as T. E. Weldon and Son, pleaded guilty to a violation of the Federal Seed Act and on Dec. 20, 1946, was fined \$150. The violation consisted of shipping 500 bus. of seed corn to Louisville, Ky., labeled, in part, Certified Seed and "Hybrid Corn—U. S. 13"; whereas, it was found not to be either certified seed or U. S. 13 hybrid corn seed. The Kentucky and Indiana state authorities cooperated in the investigation.

WHO gets HOW MUCH of the RAILROAD DOLLAR?

(A REPORT TO THE PEOPLE FOR 1946)

You, and all Americans, look to the railroads not only to take you places, but also to bring you things—food, clothing, fuel, and just about everything else for your home and your business. For this dependable service to 140 million people, and for hauling the heaviest peacetime traffic on record, the railroads received about 8 billion dollars in 1946. Let's see what became of this money.



51.5¢ FOR EMPLOYEES

More than half of every dollar went to railroad employees in wages and salaries.



33¢ FOR MATERIALS

Much of this 33¢ spent for materials, fuel, and other supplies was, in turn, paid by the railroad suppliers to their employees. So, directly or indirectly, by far the largest part of the railroad dollar goes to pay wages.



6.2¢ FOR TAXES

This part of the railroad dollar went to Federal, state, and local governments to be used—the same as your town taxes—to help maintain schools, courts, roads, police and fire protection, and other public services and institutions. None of this tax money goes for railroad tracks or terminals.



6.6¢ FOR INSURANCE POLICYHOLDERS AND OTHER INVESTORS IN RAILROAD BONDS

Most of this 6.6¢ was paid to those who lend money to the railroads—including millions of thrifty Americans who invest indirectly in railroads through their insurance policies and savings accounts.



2.7¢ FOR IMPROVEMENTS AND OWNERS

And so after paying for wages, materials, taxes and necessary charges upon their obligations, railroads in 1946 had only 2.7¢ left out of each dollar they took in. Out of this they must pay for the improvements necessary to keep railroad property abreast of public needs, before anything is available for dividends to their owners.

ASSOCIATION OF

AMERICAN RAILROADS
IN PARTNERSHIP WITH ALL AMERICA

WASHINGTON 6, D. C.

Kansas Seed Dealers Organize

As reported in the Journal for Jan. 8, a group of prominent seed dealers of Kansas met at the Hotel Broadview in Wichita and organized the Kansas Seed Dealers Assn. with the following officers and directors: President, W. C. Armfield, Ross Seed Co., Wichita; Vice President, L. S. Congdon, Sedgwick Alfalfa Mills, Sedgwick; Executive Sec'y-Treas., O. E. Case, 823 Wiley Building, Hutchinson. Directors—Otto A. Barteldes, Barteldes Seed Co., Lawrence; Fred Casterline, Casterline Grain & Seed, Dodge City; Ross McCausland, Ross McCausland Seeds, Wichita; M. A. Casement, Casement Grain & Seed Co., Sedan; J. D. Bowman, Bowman Seed Co., Concordia.

The office of the executive secretary treasurer will be maintained by Mr. Case at Hutchinson and the work handled in conjunction with his work as secretary and treasurer of the Kansas Grain, Feed and Seed Dealers Ass'n, which position he has held since Feb. 1, 1945.

The stated objectives of this newly formed association are: "Cooperation with Federal, State and other interested agencies in working for the betterment and greater development of agriculture. Consideration and solution of problems of the seed industry and maintenance of a high standard of business ethics on the part of its members.

Membership is open to seed dealers and seedsmen of Kansas and also out of state dealers, as well as business houses marketing products or services for use in agriculture.

Prominent seed dealers in attendance at the organization meeting other than the officers and directors were: T. A. Kelley, Kelley Seed Co., Inc., Salina; James M. Hennessy, F. A. Manglesdorf Seed Co., Atchison; Wm. H. Buhr, Valley Feed & Seed Co., Wichita; Herb Sheldon, Ottawa Hardware, Ottawa; O. K. Cornett, Cornett Seed Co., Eureka; L. C. Stephenson, Weeks Seed Co., Hutchinson; John C. Sherri'l, Weeks Seed Co., Hutchinson; George Knaup, Star Feed & Produce, Osborne; Dan Beadell, Fraziers Seed Co., Coffeyville; Ward Warbinton, Fraziers Seed Co., Harper; J. A. Marten, Moore Seed Co., Winfield; Harold Wilkie, Bowman Seed Co., Concordia; Carl Casterline, Casterline-Wallingford Seed Co., Wichita; C. B. Stevens, Ross Seed Co., Wichita; Bill Holroyd, Casement Grain & Seed Co., Sedan; Kyle Glaze, Casterline Grain & Seed Co., Dodge City.

In attendance at the meeting and giving

valuable assistance in the organization meeting were Prof. J. W. Zahnley, State Seed Laboratory of Kansas State College and Prof. L. L. Compton, Secretary, Kansas Crop Improvement Ass'n of Kansas State College at Manhattan.

L. L. McCulloch Passes On

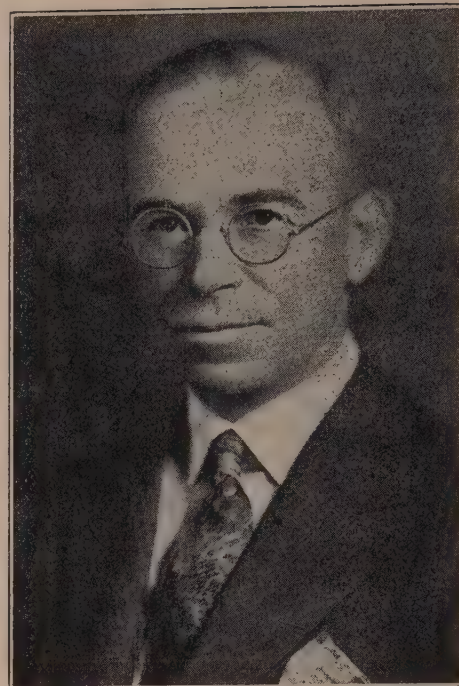
Mr. L. L. McCulloch, vice president in charge of the Seed Division of Cargill, Incorporated, died in Minneapolis, Minn., Jan. 18, at the age of 64. He was a veteran employee, having a record of 37 years of continuous service with the Company.

Mr. McCulloch started working for Cargill in 1909, and in 1915 became associated with the old Minneapolis Seed Co., which at that time was operated as a subsidiary of Cargill. He had directed the seed business of the Company from 1919 up to the time of his death. He became vice president of Cargill in 1941, and during 1946 he was president of the Minnesota Seed Dealers Ass'n.

Seed Inspection in Arkansas

The Arkansas State Plant Board reports that during the two years ending June 30, 1946, inspectors took samples from 193,956 bags of seed in merchants' stocks. Results: 10,066 bags of low-germinating seed or seed containing noxious weeds were removed from sale by order of the Plant Board, and either returned to the shipper, sold for feed, recleaned, or retagged to show the true analysis; out-of-state seedsmen paid \$3,514 to 17 farmers and merchants to whom low-germination seed had been shipped, as a refund of the purchase price, and as compensation for loss of the crop; two seedsmen were barred from making further shipments into Arkansas; one Arkansas seedsmen was convicted in circuit court of selling untested and weed-contaminated seed; several out-of-state seedsmen were prosecuted by the U. S. Department of Agriculture in federal court. Total value of seed sold in Arkansas, coming under regulation of the Plant Board: More than \$10,000,000.

For the year ending June 30, 1945, the appropriation was \$21,080, and the fees \$34,994. Total: \$56,074. For the second year of the biennium the appropriation was \$23,180, and the fees were \$47,416. Total: \$70,596.



L. L. McCulloch, Minneapolis, Minn., Deceased

Oklahoma Seedsmen Hold Interesting Meeting

More than 150 were in attendance at the annual meeting Jan. 14 and 15 of the Oklahoma Seedsmen Ass'n in the Youngblood Hotel at Enid.

Committee reports were made the first day. Master of ceremonies at the annual banquet was Seymour Davis.

CLIFTON HILL, pres., presided over the business session Jan. 15.

TERRIS MANLEY of Phoenix, Ariz., named the best varieties grain sorghums for the different sections of the country, for which the production goal this year is 10,000,000 acres.

Professor HUGO GRAUMAN of the A. & M. College reviewed production of alfalfa seed for the past 10 years, and described New Alfalfa Seed Developments.

Dr. A. M. SCHLEHUBER of the A. & M. College outlined Small Grain Varietal Performances, and compared yields of recommended types.

L. F. LOCKE of the Experiment Station at Woodward gave Results of Experiments with Weed Killers.

An educational film was shown after luncheon by Bill Stallman.

Professor STERLING KYD spoke on Crop Insecticides.

FRED NICHOLS, chairman of the committee on insecticides, said Oklahoma had no insecticide law; and a resolution was adopted urging passage of such a law by the state.

OFFICERS elected for the ensuing year are: Pres., John Roach, Okmulgee; first vice-pres., Bill Keller, Shawnee; second vice-pres., Norwood Grisham, Oklahoma City; sec'y-treas., Joe Ross, Chickasha. Directors, Earl Nichols, Oklahoma City; Frank Keller, Shawnee; F. W. Smiley, Chickasha.

ADMINISTRATION of the Commodity Exchange Act is under the Commodity Exchange Authority since Feb. 1 as an organizational unit directly responsible to the Sec'y of Agriculture. J. M. Mehl, present director of the compliance and investigation branch of the Production and Marketing Administration, under which the Commodity Exchange Act is now administered, will head the Commodity Exchange Authority, resuming full-time direction of enforcement of the act in the newly established organization.

HESS DIRECT HEAT DRIERS

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HESS DIRECT HEAT DRIER,
HAMLET GRAIN CO., HAMLET, IND.

Grain Carriers

CONTRACT for 1,600 all steel box cars has been let to the Pullman Company by the Chesapeake & Ohio and the Nickel Plate Railroads, for delivery the third quarter of 1947.

FORT WILLIAM, ONT.—At the rate at which cars are being supplied it will take more than 7 weeks to fill orders here for cars for grain shipment already on file for domestic and export movement.

FT. WORTH, TEX.—Texas intrastate freight rates advanced 15 per cent Feb. 1, by order of the Texas Railroad Commission. The old intrastate on coarse grains (milo, kafir, corn, oats and barley) as 31c and now becomes 35½c plus tax, or 36½c cwt. while the Interstate rate on coarse grains becomes 35½c plus tax.

FORT WILLIAM, ONT.—The Canadian National Ry. declared an embargo Jan. 20 on shipment of bulk grain out of Fort William and Port Arthur. Sacked grain and flaxseed are excepted. It is explained that the cars are needed to move grain from Alberta country points to Vancouver, B. C., for export to the United Kingdom.

THE REQUIREMENTS for box cars of all types continues extremely heavy and exceeds the supply in practically all sections of the country. Car Service Division Distribution Orders continue in effect under the program to allocate the available supply in the most equitable manner practicable.—W. C. Kendall, director Car Service Division Ass'n of American Railroads.

GRAIN and grain products loading during the week ended Jan. 25 totaled 56,724 cars, a decrease of 1,231 cars below the preceding week but an increase of 2,856 cars above the corresponding week in 1946. In the western districts alone, grain and grain products loading for the week of Jan. 25 totaled 39,745 cars, a decrease of 128 cars below the preceding week, but an increase of 3,926 cars above the corresponding week in 1946, as reported by the Ass'n of American Railroads.

BUFFALO, N. Y.—The ex-lake rates on grain from Buffalo effective Jan. 1, 1947, under the decision of the Interstate Commerce Commission in Ex Parte 162, are as follows: on wheat to Boston, New York and Norfolk for export 13.67 cents per 100 pounds, to Philadelphia and Baltimore 13.17; on corn and rye to Boston, New York and Norfolk 13.79, to Philadelphia and Baltimore 13.29; on oats to Boston, New York and Norfolk 15.13, to Philadelphia and Baltimore 14.63.

WASHINGTON, D. C.—Hearings on the Reed-Bulwinkle bill to exempt railroad associations from prosecution under the anti-trust act for agreeing on freight rates were begun by the Senate interstate commerce committee Jan. 21. J. Carter Fort, general counsel of the Ass'n of American Railroads said "The railroads cannot live by themselves. Nor can the railroad industry institute discriminatory rates. They are too closely supervised by the Interstate Commerce Commission."

SPOKANE, WASH., Jan. 21.—An order of the interstate commerce commission requiring Pacific Northwest railroads to furnish weekly 790 grain cars for export wheat shipment has been canceled. The order states that for the present the peak of the export wheat shipping movement has been passed, altho it is pointed out the order might be reinstated if necessary to meet export commitments of Commodity Credit Corporation, chief exporter of wheat in the Pacific Northwest. The order is expected to afford some relief to shippers in the matter of grain car supplies, demand for box cars will be far in excess of supply.—F. K. H.

ST. LOUIS, MO.—At the two elevators of the Continental Grain Co. illegal charges for demurrage on barges delayed have been collected since Mar. 15, 1943, by the Federal Barge Line; and the Interstate Commerce Commission has ordered the barge line to provide the free time in its demurrage tariff on grain and soybeans. The Commission insisted the barge line failed to compute free time provided for by exclusion of Sundays and holidays as well as time lost thru inclement weather. Also, ICC held that the barge line failed to allow for free time because of seasonal high river stages when Continental was unable to perform unloading services.

Senate Hearing on Car Shortage

The subcommittee of the Senate committee on interstate and foreign commerce with Senator Clyde M. Reed of Kansas as chairman began its investigation of the car shortage Jan. 28.

Members of the Interstate Commerce Commission told the committee that the general demand for freight cars made it impossible to make regulations providing each road with all the cars it owned.

Mr. Reed said the Interstate Commerce Commission has completely "neglected its duty to force the railroads to do the job." "This time," he declared, "we are going to try to make a record complete enough to allow passage of legislation to solve the problem for once and all."

Mr. Reed said the ICC recently put in a priority order for cars to move 31 million bus of wheat for export. "There just aren't that many cars out there," he said. "If they enforce their priority the grain and milling industry in the southwest is going to go out of business."

Senator Wherry of Nebraska asked whether the shortage was due to shipments of cars abroad, especially to Russia.

Several millers testified to the shortage of box cars.

I. M. Herndon, manager of the Transportation Department of the Chicago Board of Trade, presented a summary of questionnaires from 223 country elevator companies stating the amount of grain handled from July 1 to Dec. 31, 1946, 53,784,000 bus. Of the 3,876,000 bus. that went by water and 9,628,000 bus. that went by truck, 10,087,000 bus. would have gone by rail had cars been furnished. This was a loss to the railroads of 6,724 carloads of grain, thru failure to make cars available.

Mr. Herndon had another exhibit on the speedy ordering of cars by 19 receivers in the Chicago switching district to 14 elevators during the period July 1 to Dec. 31, involving 1,391 cars. It took only an average of 0.18 car days for the receiver to order placement after in-

spection; but the railroads took an average of 4.35 car days to place the car after date ordered. This proves that the Board of Trade members are giving prompt service, while the dilatory handling by the carriers is unexplained.

WALTER K. HOLLAWAY, representing the Kansas and Missouri flour mills, told it with figures Jan. 29. In the last half of 1945 the Santa Fe loaded 130,164 cars of grain and grain products; in the last half of 1946, with the largest wheat crop on record, only 98,164 were loaded. For the same period Union Pacific loadings dropped from 82,487 to 72,268; Rock Island from 86,251 to 84,000; C. B. & Q. from 106,411 to 93,553. All of this, representatives of the railroad company told Senator Reed, chairman of the committee, was due entirely to the shortage of box cars.

Railroad witnesses said there are no priority orders in effect now for government shipments, but that request from Government agencies for priority in cars amounts to the same thing in practice. Government shipments of export wheat are not the only ones getting priority use of box cars, the railroad men also testified, but similarly for fertilizer shipments to Europe and Japan.—P. J. P.

Change in Peoria Grain Rates

In April the Transportation Department of the Chicago Board of Trade filed a formal complaint with the Interstate Commerce Commission attacking the preferential rates and rules on grain products from Peoria to Central Freight Ass'n, Trunk Line and New England destinations and to Atlantic ports for export. To satisfy the complaint the carriers offered a proposed change in the tariffs which would not correct the situation and it was rejected. Instead of offering any other solution of the problems involved, the carriers published the rules which we had rejected.

The new rules were suspended by the Interstate Commerce Commission, at the request of the Transportation Department, and the suspension docket was heard with the complaint beginning Oct. 10, 1946. During the hearing, on Oct. 11, while our testimony was being presented, the carriers offered to settle the case without finishing the trial. A joint committee of representatives of shippers and carriers met and agreed on new rates and rules which were adopted by all parties and the hearing closed on Oct. 14. The new rates and rules were made effective Dec. 15, 1946, with some slight changes to become effective Jan. 15, 1947, and eliminated certain advantages which Peoria has enjoyed for several years on grain products milled from grain originating in Trans-Mississippi River territory.—I. M. Herndon, manager Transportation Department Chicago Board of Trade.

"RANDOLPH"

OIL-ELECTRIC GRAIN DRIER

The Drier Without a Boiler

ASK THE MAN WHO HAS ONE

THAT'S ALL

MANUFACTURED BY

O. W. RANDOLPH COMPANY

3917-21 Imlay St., TOLEDO, O., U. S. A.

Railroad Car Shortage

Altho railroad carloadings in the first 9 months of 1946 were 5 per cent lower and 7 per cent lower than those in corresponding months of 1945 and 1944, respectively, railroad car shortages have been much more serious this year than they were during the war. There have been two primary causes of this condition: (1) Interruptions of normal industrial and transportation operations by strikes; and (2) inability of the railroads to make adequate replacement and repair of worn-out and defective equipment.

The most serious shortage has been in respect of boxcars, for which demand continues to exceed supply in all sections of the country. The condition is most acute, however, in the East and in the grain-producing regions. In the latter the harvest of rice, soybeans, and grain sorghum has placed a heavy strain on the supply of cars along with the urgent need of boxcars for loading bulk grain. Railroads in the Northwest reported an average of 632 blocked elevators per days in the week which ended Oct. 4, compared with 574 per days at the same time in 1945. Central western and southwestern roads reported 159 closed elevators per day, compared with 41 last year. Reports from all western roads for Oct. 15 showed 2,219,000 bus. of grain on the ground adjacent to elevators or on railroad property. Only 90,000 bus. were in ground storage at the same time a year ago.

The shortage of boxcars has been aggravated by an abnormal demand for such cars for less-than-carload shipments due to truck drivers' strikes, which have diverted a large volume of small-package freight to rail movement. In Chicago, Ill., on Oct. 9, 4,232 carloads of less-than-carload freight were on hand compared with the usual average daily unloading of about 1,200 such cars.

The truck strike at New York, N. Y., has caused the delay of 5,000 box cars in that terminal area. "Because of this strike, as well as those in maritime transportation, the westward flow of boxcars has been substantially reduced.—Annual Report of Interstate Commerce Commission.

Unfair Subsidizing of Transport Competing with Railroads

Commenting upon President Truman's budget message to Congress, R. V. Fletcher, pres. of the Ass'n of American Railroads, said:

In his budget message for 1948, President Truman recommends that nearly \$800,000,000 of Federal funds be appropriated to make up the wartime six years of deferred maintenance and improvement of motor and water transportation and for the further expansion of airway and airport facilities.

No appropriation for similar Federal aid to make up wartime deferred maintenance and improvement of railroad facilities is suggested in the message, nor is any such aid asked by the railroads. And yet, these railroads transported more than 90 per cent of the military freight, and more than 97 per cent of the military travel, moved during the late war. The other agencies of transport, upon which more public money was spent in the two decades just before the war than the total investment in railroads during more than a century, carried less than 10 per cent of the wartime military freight, and less than 3 per cent of the military travel.

In his budget message, the President suggests that a reasonable share of the cost to the Federal Government for providing specialized transportation facilities, such as airways, should be recovered. Such a suggestion that the cost of providing facilities for commercial transportation should not continue to fall entirely on the general taxpayer might be applied as well to government expenses for inland waterways, and might be increasingly applied to the commercial use of public highways.

In offering this suggestion, I am aware that

it will be said in reply that present-day aids to such commercial transportation are justified by the policy of Federal aid to pioneer railroads through land grants and loans. These early aids to railroads applied to less than ten per cent of the mileage. The loans were repaid with interest, and the value of the land grants was repaid many times over through reduced rates on government traffic moving by rail.

Is it not about time that the other forms of transportation which are now aided and supported by tax moneys be required to make some repayment?

KANSAS CITY, MO.—The Interstate Commerce Commission has directed the railroad companies to continue indefinitely the truck compelled grain rates expiring Mar. 1 from northern territory to deficit areas in Missouri, Kansas and south, over the M. & St. L., Rock Island, Milwaukee, C. & N. W., and Illinois Central. Over other roads the extension is to June 30. Transit is limited to 6 months.

FARM prices advanced sharply in 1946. Prices Dec. 15 were as follows, with Dec. 15, 1945, in parentheses: Wheat, \$1.92 (\$1.54); corn, \$1.22 (\$1.09); oats, 80.8 (70.3); rye, \$2.18 (\$1.43); barley, \$1.36 (\$1.08); and soybeans, \$2.75 (\$2.09 per bushel). Parity on wheat ad-

NEW YORK, N. Y.—A list of 864 standards approved for national use of industry by the American Standards Ass'n was made public Jan. 23 and available for general distribution.

SALINA, KAN.—Edwin B. Fish, for 37 years representing Bemis Bros. Bag Co. in Kansas, has retired. His territory will be divided between R. V. Prewett and H. C. Wilson.

DES MOINES, IA.—The Carroll Swanson Sales Co. has been formed by Carroll Swanson, formerly sales manager of the Iowa Feed Co., to represent manufacturers of feeds and hatchery supplies.

FORT WAYNE, IND.—James T. Felts, president of Felts & Jack Construction Co., Inc., elevator contractors, died here Jan. 22 after a long illness. He is survived by his widow, who has been active in the company's affairs for some time. The business will continue under the direction of J. M. Jack and Mrs. Felts.

Supply Trade

NEW YORK, N. Y.—The M. W. Kellogg Co. has issued a very instructive pamphlet describing the cold fractionation of soybean and other oils by the use of propane.

PHILADELPHIA, PA.—Developed to aid in the study of agricultural insecticides and fungicides a new duster which gives greater controls completely breaks up the dust sample and has been used effectively by the Pennsylvania Salt Mfg. Co. in developing several D.D.T. and cryolite dust base insecticides.

CAMDEN, O.—Charles R. Neff, co-founder of the Neff & Fry Co., died at the age of 74 on Jan. 4. He and M. R. Fry began to manufacture concrete farm silos in 1916. When Messrs. Neff and Fry started making farm silos, both were rural mail carriers, handling the silo work in their spare time. During the ensuing 30 years, the business has grown to national scope.

PHILADELPHIA, PA.—John H. Schneider, former major in the United States Army Air Force, has joined the sales service staff of the special chemicals division of the Pennsylvania Salt Mfg. Co. Mr. Schneider, a graduate of the University of Minnesota, in aeronautical engineering, served as a maintenance and repair officer in the 8th Air Force in the European Theater and later was assigned to an American Army team to investigate Axis aircraft developments in Germany.

CAMDEN, O.—D. H. Herbster has been elected to succeed C. Rodney Neff as pres. of the Neff & Fry Co., builders of super-concrete stave farm silos and industrial storage bins and systems. Mr. Neff resigned the presidency to devote a greater share of his time to outside interests and to the affairs of his father, the late Charles Neff, co-founder of the company. Mr. Rodney Neff will still serve on the Board, and he also assumes the duties of Treasurer formerly held by his father. For the past 10 years Mr. Herbster, the new President, served as Sales Manager, playing a most important role in the remarkable growth enjoyed by the company during this period.

Douglas



YOUR BUSINESS AND TETRAFUME

We believe your business needs our "TETRAFUME" grain fumigant. We know you can use it to advantage. That's a broad statement! but the fact remains—most, if not all, up-to-date grain handlers find it necessary to fumigate stored grain from time to time; if they aren't troubled with weevil infestations, it's musty and ground odors, dull and off-color grain, heating conditions, or high moisture content. The only known fumigant that can successfully handle all of these problems is DOUGLAS TETRAFUME.

DOUGLAS CHEMICAL & SUPPLY COMPANY—first to produce a fumigant that would do more than just kill bugs—offers immediate and direct service from the main office and factory, Kansas City, Missouri, and from branch warehouses located at Indianapolis, Indiana, Portland, Oregon, Spokane, Washington, and Minneapolis, Minnesota.

We will gladly explain how our products can be applied to your particular needs. Expert field representatives are prepared to meet you on your premises, wherever you are.

WRITE US TODAY.

"PIONEERS OF SAFE INSECTICIDES"

Douglas Chemical and Supply Company

1324-26 West 12th St. INCORPORATED 1916 Kansas City, Missouri

BRANCH WAREHOUSES: INDIANAPOLIS, INDIANA; SPOKANE, WASHINGTON; MINNEAPOLIS, MINNESOTA; PORTLAND, OREGON.

Feedstuffs

WASHINGTON, D. C.—Bureaucrats in the Department of Agriculture have announced an allocation of 5,000 tons of oil seed cake or meal to Finland.

TORONTO, ONT.—The annual winter dinner of the Canadian Feed Manufacturers Ass'n was held following the regular monthly meeting Jan. 30 at the Royal York Hotel.

AMES, IA.—A gold watch and \$1,000 in cash went to Dr. Jay L. Lush, animal husbandman at Iowa State College as the Frank B. Morrison award for 1946 for the most outstanding contribution to animal husbandry.

MEMPHIS, TENN.—Effective Jan. 27 the maximum permissible fluctuation in the cottonseed meal or soybean meal futures markets is \$3 a ton, from the preceding day's closing price. This is a reduction from \$5 per ton.

CHICAGO, ILL.—The American Dehydrators Ass'n has recently sponsored regional meetings at Wichita, Kan.; Memphis, Tenn.; Lexington and Fremont, Neb., for discussion of problems of the alfalfa dehydrating industry. Among those participating was W. J. Small of Neodesha, Kan., pres. of the Ass'n.

Fewer Lambs on Feed

The total number of sheep and lambs on feed for market in the United States on Jan. 1 was down sharply from a year earlier and was the smallest number in the last 7 years. The number was estimated at 6,029,000 head compared with 6,837,000 a year earlier, 6,911,000 on Jan. 1, 1945, and the 1941-45 average of 6,745,000. The decrease from last year was in feed-lot operations, with the number of lambs being finished on wheat pastures in the southern great plains states the largest on record.—U.S.D.A.

Mine Detector in Animal Nutrition

Salesmen might carry a mine detector to demonstrate the need of magnetic separators in grinding feed.

A mine detector located two pounds of scrap metal in the prize bull, Inka, of W. T. Rawleigh at Freeport, Ill.

A veterinarian operated and removed from the animal's stomach 13 pieces of baling wire, one bolt, a piece of sheet metal and a dozen pebbles.

New Jersey Feed Conference

Feb. 19 the Eastern Federation of Feed Merchants will hold a conference in the Stacy-Trent Hotel at Trenton, N. J., for its New Jersey division.

A leading speaker will be Austin W. Carpenter on "Meeting the Challenge for Effective Feed Merchandising."

Leon Todd, managing director of the Northeastern Poultry Producers Council, will forecast the future of the poultry industry.

Ray B. Bowden, executive vice pres. of the Grain and Feed Dealers National Ass'n, after the banquet, will speak on what may be expected of the new Congress.

Dr. S. Randall, state chemist, will speak on feed control laws; Paul Courtney on Tax Equality.

A feed panel discussion will be headed by Harry Titus and Doctors Baudette and Schidneheim of the state college.

More Cattle on Feed

The number of cattle on feed for market on Jan. 1, was about 2 per cent larger than a year earlier, with increases in the leading corn belt states more than offsetting decreases in most other states. The estimated number on feed for market Jan. 1 this year was 4,307,000 head, compared with 4,211,000 a year earlier, the 1941-1945 average of 4,224,000, and the record high of 4,445,000 head on Jan. 1, 1943.

The number on feed in the 12 north central states, which includes the Corn Belt, was about 4 per cent larger than a year earlier. The 3,461,000 head in this area compared with 3,336,000 on Jan. 1, 1946, and the 5-year average of 3,347,000.—U.S.D.A.

Inventories Low; Ingredients Going Begging

Winchester, Ind.—Our grain stocks in our transfer elevator and country houses are in the lowest figure the writer can ever remember at this time of the year. We also resold a quantity of our feed ingredients in an effort to cut our inventory and start out no a new basis. It is interesting to note that a few of the items that were so terribly scarce 3 or 4 months ago are now going begging. Dried whey, a very useful ingredient in manufacturing feeds, is almost impossible to sell. There has been a slight reduction in price but most of the mixers seem to be trying to get back to the pre-war method of doing business. Undoubtedly this will help restore normal operations and eliminate hoarding of essential commodities. Farmers here in Indiana with comparatively cheap corn and high priced hogs are really going to town and instead of shrinking income that was expected all of them are making money.—Goodrich Bros. Co., C. C. Barnes, Exec. V-Pres.

Program of Midwest Feed Mfrs. Ass'n

Problems of the formula feed industry will be reviewed at the meeting Feb. 21 of the Midwest Feed Manufacturers Ass'n at Kansas City, Mo.

John H. Caldwell, Sr., St. Louis, Mo., will review the feed supply situation. Don Ross, merchandising manager of Successful Farming magazine, and Lloyd S. Riford, chairman of the board, American Feed Manufacturers' Ass'n, will discuss the feed industry's sales prospects. An informal panel composed of Harvey Yantis, Dave Steenbergh, Walter Berger, pres. of the American Feed Manufacturers Ass'n, and Ray Bowden, executive vice pres. of the Grain & Feed Dealers National Ass'n, will describe ways to hold wartime feed sales gains.

New facts on labor laws affecting the feed industry will be outlined by R. R. McCreight, sec'y of the Kansas City Livestock Exchange; and Paul Ijams, pres. of the Ass'n of American Feed Control Officials, will speak on state feed control activities.

AGRICULTURAL FORUM.—On Feb. 20, preceding the meeting the Ass'n will sponsor a forum including in the roster Prof. F. W. Atkeson, head of the department of dairy husbandry, Kansas State College; Prof. E. D. Parnell, department of poultry husbandry, Texas A. & M. College; Louis E. Hawkins, vice director, Oklahoma A. & M. College; Prof. E. M. Funk, department of poultry hus-

bandry, University of Missouri; Prof. W. J. Loeffel, chairman of the department of animal husbandry, University of Nebraska; Dr. C. L. Shrewsbury, chairman of agricultural chemistry, Midwest Research Institute, Kansas City; and Prof. Damon Catron, Iowa State College.

Robert C. Kerr, former governor of Oklahoma, and a widely known rancher and successful businessman, will speak at the convention banquet Feb. 20 in the ballroom of the Hotel Muehlebach.

Feed Industry Council Report

Following is comment by the Feed Industry Council on the feed situation:

For the past five years the feed industry has been operating under price and manufacturing controls. Now for the first time since these reports have been issued, feed and animal products are free from price controls and most other government regulations. This fact will, of course, have a profound bearing on livestock production and feed usage during the present feeding year. As we study the balance sheet for 1946-47 as drawn up by the Feed Survey Committee, points such as these should be kept in mind:

(1) The balance sheet is based on the committee estimate of the demand for feed by the various classes of livestock, assuming that price relationships between feeds and livestock products remain favorable. The report shows an adequate supply of grains and by-product feeds, but an estimated shortage of proteins of about 9 per cent. However, this shortage will be taken care of by price, which will accurately reflect the relation between supply and demand, and will not only cause a more careful use of protein by feeders, but will close the gap between the estimated demand and supply. It should be noted that the estimated supply of high protein feeds for the 1946-47 year is somewhat larger than what was actually used last year.

(2) It has been estimated that the number of animal units to be fed during 1946-47 will be less than were fed in 1945-46, but with favorable livestock-feed ratios, some re-expansion will occur in hogs and poultry; dairy cow feeding will continue heavy, and beef cattle feed should increase.

(3) The balance sheet shows that with continued favorable livestock product-price relations, the feed supply outlook is MORE FAVORABLE than it has been during the past four years, but the supply is not greatly in excess of the amounts that will be needed for livestock feeding and for reasonable carry-over into next year.

(4) The price of livestock, livestock products, grain and grain products, has already declined some from the all-time high reached in October. In contrast to the past few years, this appears to be a year when the feed industry can purchase and supply livestock feed requirements without making heavy forward purchase commitments.

(5) The supply of box cars for a movement of feeds from areas of surplus production to the feed-deficit areas has been a limiting factor, but now appears to be adequate to provide a reasonably sufficient movement.

(6) A factor which might cause a change in the over-all supply picture is the amount of grain purchased by the government. This comes under two classifications:

(a) Grain purchased as export for feed or food to other nations.

(b) Grain purchased by the government—if necessary—to support domestic prices as provided in the Glass-Steagall Amendment.

As pointed out in the report of the Feed Survey Committee, the prices of farm products in the fall of 1946 were unusually high. This is shown in the preceding chart. The Committee also states that the prices of farm products have risen to a higher level than have non-farm products. Any change or recession in farm prices will of course have considerable bearing on livestock numbers and feed usage.

N-W Retail Feed Men Listen to Sound Advice

The 15th annual convention of the Northwest Retail Feed Ass'n, Inc., was held Jan. 20 and 21 in the Hotel Nicollet at Minneapolis, Minn., with an attendance of over 450.

WM. D. FLEMMING, Minneapolis, sec'y-treas., read his annual report, as follows:

SECY FLEMMING'S REPORT

It is really a pleasure to appear before our membership without having to repeat tiresome remarks about what can be expected from OPA and WFO during the coming year. While it is true that our main work during the year just past had to do with these agencies, now we are once more on a peacetime basis and can prepare to offer association services along lines which will advance industry.

From a financial angle we are safe in estimating the cost of merely keeping our members informed on OPA and WFO regulations at approximately \$7500 to say nothing of the loss in time and effort by your officers and directors. There is no method of computing their cost to individual members in time spent in trying to solve and obey OPA orders. Time alone will tell whether the cost was worth the price altho currently there can be little doubt that prices were held from sky-rocketing as during and after World War I.

We congratulate the industry on its magnificent record of compliance with both WFO and OPA orders. So far as we can ascertain not a single one of our members was cited for violations of either OPA or WFO orders.

WAGES-HOURS—Most of our members are aware of the Holly-Hill decision of the U. S. Supreme Court which threw out the number of employees as a test as to whether or not the "area of production" exemption would apply. The court in effect said that such a definition was whimsical and instructed the administrator of the Wages-Hours act to write a new rule which would meet with its approval.

Within recent weeks the Wages-Hours administration has issued such a definition based on population and distance from the first processing point. You have all received a copy of this new definition which briefly makes 2,500 population the dividing line between a city and a farming area.

It is our opinion that this definition is just as whimsical as the one based on number of employees; and it would seem that the administrator feels likewise. He has in his report on this definition asked Congress to amend the Fair Labor Standards Act to determine once and for all what is meant by "area of production."

While discussing matters affecting labor it is our opinion that our industry can expect some degree of organization activity by union organizers in this field. We feel that this association should be prepared to act for its members in such an event.

NATIONAL ASSOCIATION—Grain & Feed Dealers National Ass'n has embarked on a real program for the feed industry, more particularly those engaged in the retailing and small manufacturing ends of the business. It has secured the services of E. B. Cherbonnier, formerly one of the executives of the Ralston-Purina Co. and currently a public relations counsellor, to assist in setting up and maintaining this program. Ron Kennedy and Duke Swanson, both regular members of the staff of the National Association, are giving a large share of their time to this work.

Richard Serkland, our director on the board of Grain & Feed Dealers National Ass'n, is a member of its Retail Feed Committee and in the capacity has attended sessions in St.

Louis to formulate plans to launch this program. Occasionally members of this association have complained about the seeming lack of interest which the National Ass'n has shown toward the retail feed industry and the batch mixer. These expressions of the retail industry have met with a responsive hearing by officials of the National organization and it is now spending a considerable sum of money to improve its facilities for the retail feed men.

Inasmuch as the National is making this effort to improve its facilities, it is certainly only fair that this association should give its whole hearted support and seek to make the program for the feed trade eminently successful.

AGRICULTURAL TRADE COUNCIL—

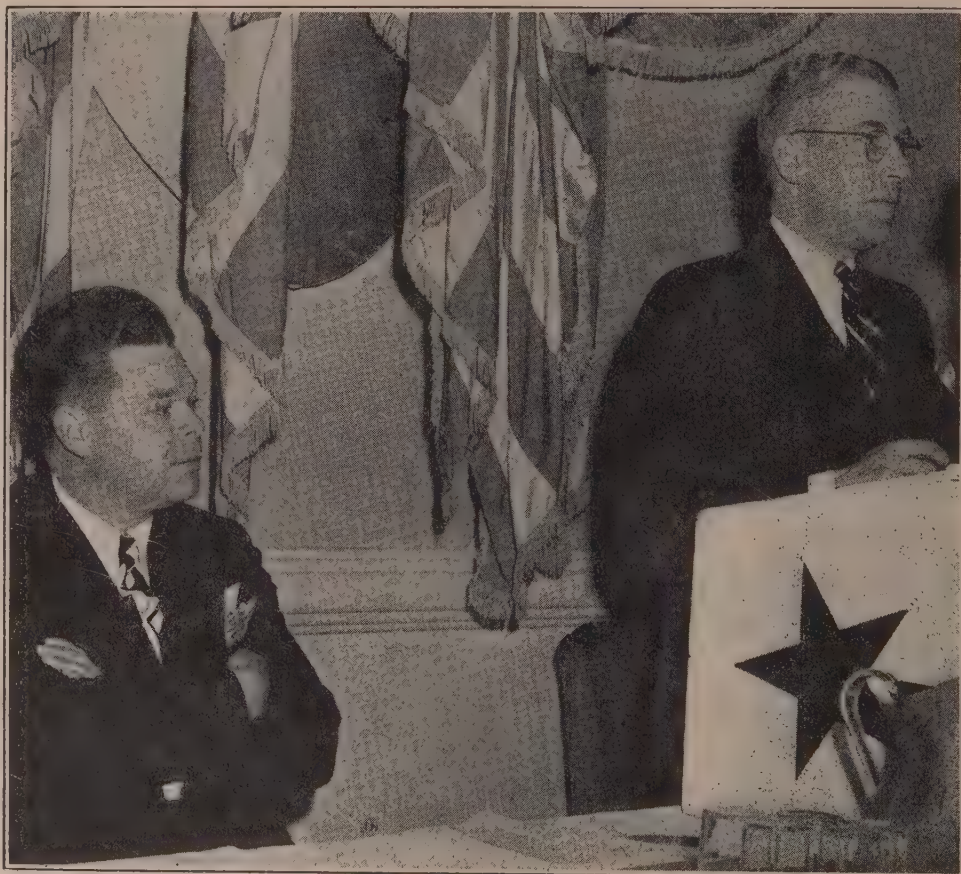
At the 1946 convention of our association you instructed the secretary to attempt the organization of a council or conference of agricultural trades in Minnesota so that they might assist each other in legislative matters or in other work to improve the status of agriculture in this state; and incidentally those trades serving farmers. Such a council is now in being and currently is formulating a program which it will present to Governor Youngdahl. Its recommendations are not to be offered in a spirit of criticism but rather as steps which can lead to a general improvement of the conditions under which state employees meet you and others serving agriculture. As matters stand at the present time organizations representing the feed industry, the country elevator trade, the seed trade, the hatchery organization, the livestock industry and kindred groups are part of this council.

MEMBERSHIP—Our membership during the past year has shown a steady growth but has not been quite up to our hopes. It is currently at a high point so far as total numbers are concerned, but could be greatly expanded if a little effort would be made by our present members.

POULTRY BUILDING—Minnesota stands practically 1-2-3 in all branches of the poultry

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Seated: L. H. Patton, Glencoe, Minn., Moderator. Standing, Robt. C. Woodworth, Minneapolis, Minn.

business. Its revenue from the sale of poultry products is one of the leading cash crops for farmers in this state. Yet when it comes to facilities at the University Farm for research and experimental work there are hundreds of Minnesota farmers whose lay-outs put the University to shame. This fact has not gone unrecognized and for the past several sessions there has been concerted effort made to have the Legislature appropriate enough money to properly maintain a poultry department at that Farm School that is commensurate with the place the industry has in Minnesota's economy. A bill has again been introduced in the Legislature providing for such a building and this association is one of the organizations supporting this proposal. Make it a point to contact your legislative members and insist that they give their support to this necessary cause.

F. PEAVEY HEFFELFINGER, Minneapolis, pres. of the Grain and Feed Dealers National Ass'n, told of the Ass'n's plans to promote the business of feed retailers, and outlined some national problems. His address is published elsewhere.

LUTHER YOUNGDAHL, governor of Minnesota, spoke on Minnesota Agriculture.

L. H. PATTEN, Glencoe, Minn., acted as moderator in a panel discussion participated in by Walter Berger, pres. of the American Feed Manufacturers Ass'n, Chicago; Dr. O. B. Jessness, chief of the department of agricultural economics, University of Minnesota; E. B. Cherbonnier, Grain & Feed Dealers National Ass'n, St. Louis, and Frank Parsons, agricultural economist, Minneapolis Federal Reserve Bank.

Each man described briefly specific factors expected to influence feed sales in 1947, after which the meeting was thrown open for questions.

Mr. BERGER said that virtually everything except molasses has been in good supply since the end of price control, with feed grains abundant and an adequate carry-over expected even with the heavy volume of exports.

Dr. JESNESS: "Prices for farm products have passed the peak and are on the way down, but as long as employment and national income are high, demand will be active.

"Farm prices may come down faster than the cost of the things a farmer must buy, thus putting him at a disadvantage. Feed men and other suppliers of goods to farmers should give attention to ways and means of furnishing the best service and products possible at the least price possible."

Mr. CHERBONNIER compared a good feed business with a chair. Each should have a good base, he said, and the four legs are as follows:

1. Knowing the farmers' needs.
2. Carrying the right merchandise, not only from the standpoint of quality but the variety of supplies that go along with feeds.
3. Employee training, both in knowledge of products and use and in service and courtesy.
4. Good community relations.

"Get out and sell" was Mr. Cherbonnier's advice to the feed retailers. "The successful feed salesman of 1947 will have manure on his shoes."

Mr. PARSONS said that farm prices are expected to decline about 20 per cent in 1947. He does not believe that a serious depression will follow the expiration of the government price support program, "as the government will not lose its benevolence toward agriculture, and another program will take its place."

R. C. WOODWORTH, Minneapolis, said real relief in the box car situation was a long way off.

CHRIS MILLER, Minneapolis, pres. of the N-W Feed Manufacturers Ass'n, urged support of the Poultry and Egg National Board.

(Concluded on page 79)

National Ass'n Has Feed Division

By F. PEAVEY HEFFELFINGER, pres. Grain and Feed Dealers National Ass'n, Minneapolis, before Northwest Retail Feed Ass'n.

As president of the Grain and Feed Dealers National Ass'n, I am grateful for the opportunity to talk before this Northwest Retail Feed Ass'n. You are one of the 34 state and regional associations now affiliated with our National Ass'n, the largest membership of affiliated associations in our Nation's history. Also, many of the men in this room are from firms which are, as individual firms, direct members of our National Ass'n. Where some associations experienced a "let-down" after the war was over, we are proud that our National Ass'n has continued to gain in membership.

FEED DIVISION.—For many years our Grain and Feed Dealers National Ass'n was largely a grain dealers association. We had the word "feed" in our name, but we were not equipped with funds or personnel to do even the kind of job required for grain, and we tended to slight the feed part of our title.

We are glad that improved finances the past few years has made it possible for us to give equal attention to feed problems, and that this year we have a feed division of our National Association headed by a nationally known authority—E. G. Cherbonnier. You have seen some of the material that has been coming from this department in St. Louis, I am sure. Some of our feed trade letters have been reprinted in many thousands of copies for retail feed dealer members who found them valuable in their business.

Right now our problem with this outstanding information service is to get it into the hands of actual retail feed dealers. The letters go to our direct members, of course, and we have offered copies in volume, at cost, to feed trade associations for distribution to their members. Slowly but surely we are building up a direct mailing list of retail feed dealers.

NOT AN ADVERTISING MEDIUM.—The newsletter to retail feed dealers does not accept advertising and is in no sense intended to be, nor in the future, a trade journal, for we already have excellent trade journals in the retail feed field. Therefore, the letter

is aimed at only one thing—to increase the efficiency and value of the retail feed store in the United States—and it has nothing else to sell.

We used to know the type of feed retailer who merely rented an unsightly building at the edge of town, made a connection with some mixer who could print on the bags what they contained, and then mostly offered feed for sale, without knowledge of what went to make up the mixtures, and without knowledge of what the feed would do or was intended to do. That kind of feed retailer has largely gone out of business.

THE FEED RETAILER today must study continually the science of feeding, and he must know what is going on in the development of mixed feeds. The U. S. Department of Agriculture lists three great changes in livestock production in recent years; (1) the shift from animal to mechanical power, (2) the variations in the total feed supply, and (3) the increased production per animal.

On the first point, the shift from animal to mechanical power, it is well to remember that we produce livestock only about in the proportion that we have surplus grains. When supplies are very low, man tends to use grains more directly as human food; when supplies are large he tends to store these surplus grains in livestock. In a nation where population is very large in relation to the supply of grains, there will be few livestock and a high percentage of cereals in the human diet. So we are interested in the condition where grain supplies normally are large in relation to human population.

MECHANIZATION OF AGRICULTURE.—One of the greatest developments in our annual supply of grain available for feeding came when we shifted from animal power on farms to mechanical power. Sherman Johnson, of the Bureau of Agricultural Economics estimates that "the decrease in horses and mules of 15 million animal units from 1920 to 1945 released land that could grow feed for an equivalent number of productive livestock, and that the saving in grain alone amounted to



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about 13 million tons in 1933—enough to feed 26 million hogs to market weight."

America is only beginning to understand what mechanization did for our food production, and hence for our American standard of diet. The threshing machine, mowing machine, steel plow, reaper and grain drill were invented more than 100 years ago, and this mechanization unlocked the powers of food production in America at an amazing rate. But this great progress came from animal power on farms, and it was not until about 30 years ago—within the memory of many men in this room—that the first successful prairie type combines were developed.

MECHANICAL POWER on farms has meant more than the release of land that formerly had been used for feed for animal power; it meant often a better ratio of production per acre from better tillage, and it meant more timeliness of seeding and harvesting. It has been said that the great corn crops of 1944 and 1945 would have been near failures had it not been for mechanical power. Weather delayed seeding so that when proper weather came mechanized power could proceed night and day with the planting, and tractors often would work in fields where horses bogged down.

So there has been a greater feed supply, altho we recognize that part of the increase of the last five years has come from weather factors. The feed supply also has varied profitably with the increased knowledge of nutrition. We have learned to feed better balanced rations, so that a lesser tonnage of feed produces a greater tonnage of livestock products, of usually better quality. There used to be the time when we thought of hog feeding only in terms of corn, but today there is a growing use of balanced feed for hogs, resulting in faster and better growth, from less feed. Another profitable change in supplies of feed has come from improved varieties of seed. Everyone here knows the greatly increased per

acre production of corn that has resulted from the use of hybrid seed.

BETTER USE OF FEEDS.—Government figures show that hog production per animal unit of breeding livestock has shown the steepest upward trend among the different classes of livestock over the last 25 years, but that there was a rapid advance for all livestock classes. This in part was due to weather and more bounteous crops, but it also shows better use of feeds and better care of animals. It is generally held now that, here in the upper margin of the corn belt, there has been in the past 15 years a 10 percent reduction in the quantity of feed used to produce 100 pounds of pork. In the poultry industry we also have seen the increased production due from better sanitation, better breeding, and better feeding and care. And one of the principal causes of increased poultry production has been the shift of production toward commercial plants. The incidental feeding of poultry on the farms frequently is a matter of less care and preparation than when it is done on a commercial basis, and it may be that this better care and feeding of poultry on the farm will become one of the principal interests of retail feed dealers of this area where farm growing of poultry is so important.

Apparently milk production is tied more closely with crop production than are other animal production fields. Milk production per cow now seems large, but we are told that it can stand a lot more improvement. Cows in Dairy Herd Improvement Associations returned, on the average, about 75 per cent more than the national average. Better balanced rations for the milking cow are therefore still very important for feed dealers to understand. Altho adequate feeding more than pays for itself, it is common to find underfeeding in farm dairy herds.

THERE ARE NEW IDEAS in feeding that every retail feed dealer will watch. Right now there is a developing of yeasts which, in feeds, show some amazing results. Not so many years ago we were hauling bran from our mills to the burning pits, and we only recently have begun making full use of brewers and distillers products. In brief, the science of nutrition is still a young science and it will continue to produce changes in feeding practices for many years ahead.

But the retail feed dealer has other problems to study than merely those of the quantity and quality of the feed he sells.

TAXATION today has become the white man's burden. Our public and private debt in America have mounted to a total of nearly 400 billion of dollars. Our federal debt alone is about 265 billion, and the total national debt is estimated to be larger today than the total valuation of all the physical property in the nation. The gross public debt per worker in America is more than \$4,700—so you can just mark down in your ledger, when you get home, that you have a debt of more than \$4,700 that

SOME DAY YOU MUST PAY.

To meet that debt, everyone in America must do his fair share. We can't meet the debt if some are excused from paying and their share is loaded onto other shoulders; we can't meet the debt if government agencies, tax free, are allowed to compete with the business firms that pay taxes.

I am one of those who believe that there should be a re-appraisal of this whole tax problem. Recently we have heard much comment to the effect that co-operative grain and feed firms do not pay taxes in the same rate as do individually owned and operated firms. Because many have asked that this subject be examined to see if equality is being done all elements of the trade, there have been accusations that we are merely fighting co-operatives. For our Grain and Feed Dealers National Association I can say that this simply isn't true. We have asked only for equality of taxation, and have not tried to prescribe how Congress

shall arrive at that end. We believe that the nation must decide, and soon, whether the co-operative movement is to progress under a more favorable tax condition than does private business. We must decide where future taxes come from if whole important segments of our business are virtually tax free. You

CAN'T FOREVER GIVE EXEMPTION to some, and add their share of the burden to others. Somewhere, some day, the thing will crack up and we shall face the inevitable result as they are facing it now in England, where a bill is going to Parliament to socialize all land and regiment all farmers. A nation cannot exist half socialist and half free enterprise. The people indicated last November that they want no part of the sort of stateism that is sweeping Europe; it remains to be seen whether our political leaders have the courage to stand for the people and against the state socialism idea.

GRAIN SURPLUSES IN 1948.—Right now our federal government is beginning to worry about the possibility of grain surpluses in 1948, perhaps as early as this fall. The government is pledged now to support some grain prices at 90 per cent of parity, other grain prices at lower rates. This is bootstrap economics, the outgrowth of a war where economic thinking had to give way to the necessities of war. Guaranteed minimum prices will not encourage—even will not allow—the natural shifts in production that have been under way for a hundred years. In the first years of American life, we needed 19 persons on farms to produce enough surplus to maintain one urban worker. Naturally, this left cities small, industries only beginning, and most of the country devoted to agriculture. Then mechanical inventions made it possible for fewer persons on farms to produce more food for more city workers. Our cities grew, our industrial establishments branched out to lead the world, and farm prosperity grew with national prosperity. But today it takes only 18 persons on farms to produce enough food and fibre to maintain 82 persons in other occupations in America. There is a steadily increasing production of foods and fibre from a steadily decreasing number of farm workers.

GUARANTEED MINIMUM PRICES only freeze onto the farms those workers who may be more needed, and as well provided for, in industry. A nation cannot produce surpluses and continue to guarantee high prices to producers. If the government proceeds with its guaranties for unneeded production in peace time, it must prepare for tighter regimentation of its people, and already we have rebelled politically against the amount of regimentation of the last decade.

As a part of this boot-strap economics, the government loans money on grain, or buys grain in the open market to support prices, and must find places to store it against the day of use, and set up distribution machinery for its resale. In our experience of recent years we have seen government owning and operating more than a hundred million bushels of grain storage capacity; have seen it become the biggest single buyer of grains in the market; have watched it export that grain while it forbade its own private citizens to export. It all makes good reading to the producer who merely wants someone to guarantee his better income, but it makes sorry reading for a nation that is trying to survive as almost the last free enterprise area of the world.

WE DO NOT MERELY STAND ASIDE and talk of these problems; we are trying to do something about them. Our National Association office in St. Louis, and the National Grain Trade Council office in Washington, where we are represented, have a definite program of activity on these matters. We wish you all would decide to join with our National Association in this work, for we need four times the number of members we now have, even tho our membership now is at a

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Because of the recognized ability of the authors, this, the first complete, non-technical treatise on turkey production should prove of great value to both large and small producers. 708 pages, 17 chapters, appendix and thorough index, 120 illustrations. Weight 3 lbs., price \$3.50 plus postage.

Nothing is more productive of profit than healthy poultry. These books will aid you in encouraging your patrons to raise the better types. Order them today.

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record high point. Our membership dues are so very small in relation to the work that is being done that we believe hundreds of these retail feed store operators should be direct members. We urge you to examine the work that your national organization is doing and then to decide whether it is not in your own best interests to give it the support of your direct membership.

May I close with that old reminder that your group is no stronger than the regional, state or national association that it supports. That this has become an outstanding area of feed retailing is shown in the strength and leadership of this Northwest association. I suggest to you that it is not enough that you remain a loyal member of this association; your job is only partly done until you step out and urge others to join with you. You are not in a social club; you are members of a working trade organization. Your business is an honorable business; if well conducted it is a profitable business. But it cannot hold its own unless the instinct is to strengthen and build it.

Turkey Production Will Decrease

If growers carry out their intentions the number of turkeys raised this year will be about 34,500,000, compared with 41,000,000 in 1946. The 1947 crop would be 23% smaller than the record crop of 45,000,000 in 1945. The 1939-43 average was about 33,500,000 turkeys.

Turkey growers in the West, where about a fourth of the 1946 crop was raised, plan a decrease of 26 per cent this year. A decrease of 16 per cent is expected in the west north central states, the largest producing area in the United States with 31 per cent of the nation's turkeys.

Reasons given by turkey growers on Jan. 1 as to why they intend to decrease their 1947 turkey crop below that of 1946 all indicate that their 1946 net returns were cut severely by higher feed prices than in 1945 with little change in turkey prices. Feed prices averaged 20% higher in 1946. Growers generally expect high feed costs in 1947 and a decline in the demand for turkey meat with accompanying lower turkey prices.—U.S.D.A.

Methionine Additions to Chick Supplements

Since Alaska pea meal was found to be deficient in methionine (E.S.R., 92, p. 102), the supplemental value of several proteins were investigated by the Idaho Experiment Station.

There was a marked difference in the supplementary value of various feeds when fed with pea meal. Additional methionine was required in all rations to obtain maximum growth response, but there was a wide difference in various protein sources to supply methionine.

Rendering plant meat meal produced average gains of only 54.9 gm., and packing plant meat meal produced gains of only 21.7 gm. However, with methionine the growth response was equal to that obtained by methionine-supplemented fish meal.

Among the supplements tested, herring fish meal, casein, and dried milk were excellent supplements to pea meal. The combination of pea meal and soybean meal used would not promote satisfactory growth even at the high levels in a chick starter mash because of a methionine deficiency. Groups of eight chicks each were provided with the supplementary rations for 2-week periods. All the supplements included tests with 0.25 per cent methionine.

FARM land prices in Iowa advanced from \$88 an acre in 1941 to \$149 an acre in 1946, according to W. G. Murray, Iowa State College economist.—A. G. T.

Meeting N-W Retail Feed Men

(Continued from page 77.)

LOUIS H. BROWNSON, an advertising specialist of Minneapolis, said: "The greatest opportunity for the merchandising of feeds lies in the fact that so many farmers are not good poultry men, or dairy men, or hog men. Base a selling program on lifting the standards of those to whom you sell. As their standards are raised, their spending will increase, and you can expect to profit."

JOHN HEYERHOLM, one of the founders of the ass'n, a past president and a director of many years standing, having retired from the feed business by selling the Triple S Feed Mill at Northfield, Minn., was declared an honorary member of the Northwest Retail Feed Ass'n, Inc.

RICHARD SERKLAND of St. James, chairman, presented the following for the resolutions committee:

RESOLUTIONS ADOPTED

Area of Production Exemption

WHEREAS, the Northwest Retail Feed Ass'n, Inc., feels that its members might have more complete protection from the drastic provisions of the Wage-Hours law, be it

RESOLVED, that we ask the Grain & Feed Dealers National Ass'n to give full consideration to the needs of the country feed dealer engaged in mixing and grinding feedstuffs in any proposed Wage-Hour "area of production" exemption.

Support PENB

WHEREAS this association recognizes that the Poultry and Egg National Board is accomplishing a splendid job in the promotion of the consumption and use of poultry and poultry products, and

WHEREAS this directly and indirectly affects the sale of feeds, be it

RESOLVED that we recommend that every member of our association contribute their fair share to the support of the Poultry & Egg National Board.

For Poultry Building at University

WHEREAS this association during the past several years has approved resolutions urging the Minnesota State Legislature to appropriate funds for a poultry building and facilities at University Farm which are commensurate with Minnesota's importance as a poultry production state, be it

RESOLVED that this association again express its desire that the legislature appropriate such funds at the present session.

Approval of Feed Program of G. & F. D. N. A.

RESOLVED that this association approves the Grain & Feed Dealers National Association program and the efforts now being made to improve practices in the retail feed industry.

N. F. FITZGERALD, chairman of the nominating committee, presented the following list, who were unanimously elected:

OFFICERS elected for the ensuing year are: pres., G. H. Homme, manager Farmers Elevator Co., Kerkhoven; vice pres., Roy Peterson, Red Wing Feed & Supply Co.; sec'y-treas., William D. Flemming, Minneapolis; ass't sec'y-treas., Christopher M. Flemming, Minneapolis. The last mentioned is a new position created by the new board of directors.

DIRECTORS—Carroll Scow, Long Prairie Milling Co., Long Prairie; James H. Huntting, Huntting Elevator Co., Austin; J. R. Rasmussen, J. R. Rasmussen Co., Marshall; A. L. Haroldson, Northern Seed & Feed Co., Devils Lake, N. D.; past presidents and ex officio directors, W. L. Ledin, Bethel Feed & Produce Co., Bethel; L. H. Patten, Farmers &

Merchants Milling Co., Glencoe, E. J. Houle, Forest Lake, Jos. E. Donovan, Albert Lea.

ENTERTAINMENT included a buffet luncheon as guests of the Northwest Feed Manufacturers Ass'n; a cocktail party tendered by the North East Feed Mill Co.; annual banquet in the main ball room, followed by a dance in the east ball room.

Adulteration and Misbranding

PORTLAND, ORE.—The Albers Milling Co. has agreed with the Federal Trade Commission to cease advertising misrepresentations of its Friskies dog food, agreeing to discontinue representations that the food contains meat.

St. Louis, Mo.—Fines totaling \$1,500 were levied Jan. 6 against Robert W. Schaefer and the Schaefer Feed Co., for falsely representing that animal feed had a higher percentage of meat scrap than it actually contained.—P. J. P.

ST. PAUL, MINN. — The government seized and ordered destroyed a shipment by the Farmers Veterinary Supply Co. of Merco Tabs No. 2; Gwyo-Dine Poultry Solution Tablets, and Gwyo Spray, for misbranding, in that they would not be effective for the purpose represented.

TOLEDO, O.—Kasco Mills, Inc., will hold its sales conference Feb. 10 and 11. Speakers will include O. E. M. Keller, pres.; Gene MacFarland, and E. H. Kieser. A banquet will be held. About 50 representatives will attend.



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